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1992

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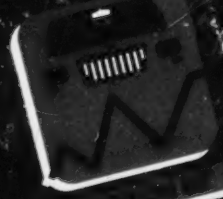
CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE



1992 FACT BOOK

BUYER'S DIRECTORY & INDUSTRY STATISTICS

LESSORS
STATISTICS
DAILY RENTAL
REMARKETERS
FLEET DEALERS
MANUFACTURERS
REFERENCE SECTION

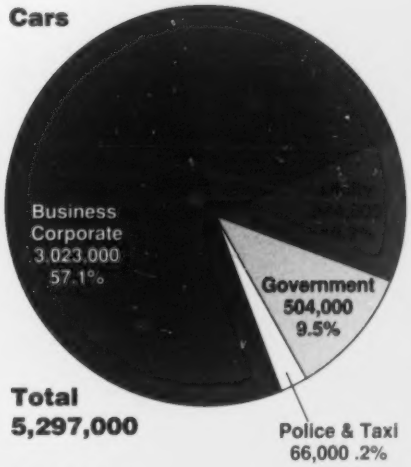
automotive
FLEET®
CAR AND LIGHT TRUCK FLEET AND LEASING MANAGEMENT MAGAZINE

BOBIT PUBLISHING

1992 VOLUME 31
SUPPLEMENT

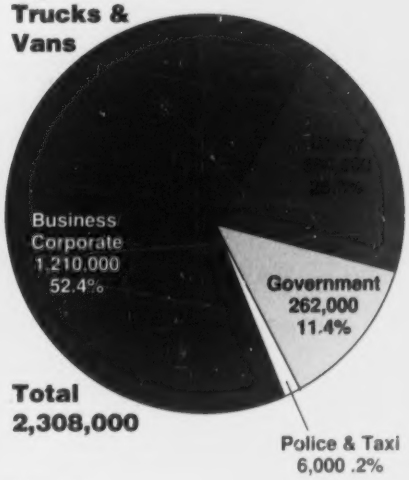
Influencing the management of 5,297,000 cars and 2,308,000 light trucks and vans in business, leasing, rental, utility, government, police, and taxi fleets.

Cars



Total 5,297,000

Light/Med. Trucks & Vans



Total 2,308,000

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The Ford Taurus was the top fleet car for the 1991-model year.

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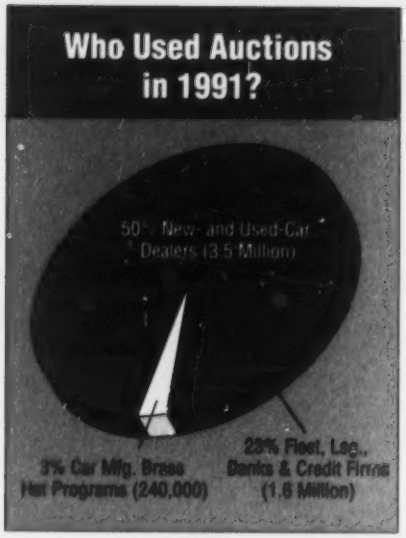

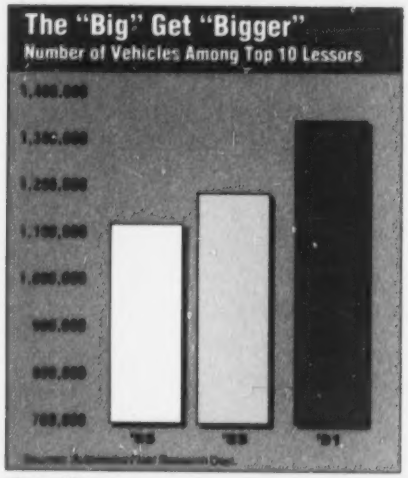

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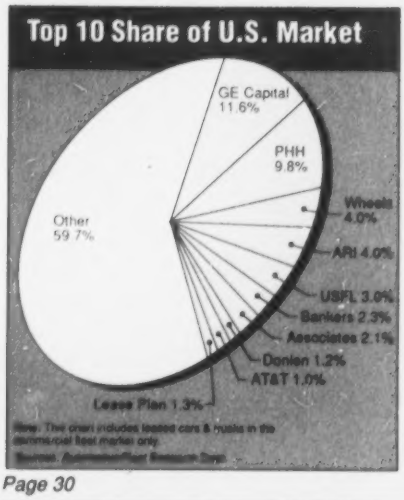

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AUTOMOTIVE FLEET (ISSN 0005-1519) is published monthly except twice in April - Annual Fact Book issue, by Bobit Publishing Company, 2512 Artesia Blvd., Redondo Beach, California 90278. The contents of this publication may not be reproduced either in whole or in part without consent of Bobit Publishing. Send editorial and advertising correspondence to: 2512 Artesia Boulevard, Redondo Beach, California 90278. Subscription Prices – United States: $32 per year; Canada $40 per year; Foreign $50 per year. Single copy price – $3; Fact Book – $35. Send all address changes and subscription correspondence to AUTOMOTIVE FLEET, P.O. Box 1939, Marion OH 43305-1939. Subscription order must show name and title of individual, company and nature of company's business. Bobit Publishing reserves the right to refuse non-qualified subscriptions. Second Class postage paid at Redondo Beach, California 90277-9998 and at additional mailing offices. POSTMASTER: Send address changes to Automotive Fleet, P.O. Box 1939, Marion, OH 43305-1939. Bobit Publishing Company also publishes, *Auto Rental News, Bedroom, Business Driver, Installation News, Sound Challenge, Fleet Financials, Limousine & Chauffeur, Metro, Contemporary Surgery, Contemporary Orthopaedics, School Bus Fleet, Security Sales, Canadian Automotive Fleet, Canadian Business Driver, Nails, Nail Technician News, and Showcase USA.*

MARKET DATA

Fleet Statistics by Type and Size (as of 1/1/92)

Cars

Type of Fleet	Leased or Managed	Company-Owned	Employee-Owned	Total
Businesses with 25 or More Cars	2,004,000	178,000	446,000	2,628,000
Businesses with 10 to 24 Cars	386,000	111,000	341,000	838,000
Other Government (Federal, state, county, and local.)	97,000	407,000	—	504,000
Utilities	92,000	452,000	—	544,000
Police	10,000	240,000	—	250,000
Taxi	21,000	120,000	—	141,000
Daily Rental	166,000	994,000	—	1,160,000
Fleet Total	**2,776,000**	**2,502,000**	**787,000**	**6,065,000**
Individually-Leased (Lessors, either independent or dealers, manufacturers, leasing 1 to 9 cars as retail or consumer leases.)	2,008,000			2,008,000
INDUSTRY TOTAL	**4,784,000**	**2,502,000**	**787,000**	**8,073,000**

Trucks (Class I-V)

Type of Fleet	Leased or Managed	Owned	Total
Businesses with 25 or More Class I-V Trucks (Includes leasing, construction, plumbing, heating, food distribution, pest control, cable TV, etc.)	722,000	217,000	939,000
Businesses with 10 to 24 Class I-V Trucks	198,000	73,000	271,000
Utilities	111,000	473,000	584,000
Government (Federal, state, county, and local.)	61,000	201,000	262,000
Daily Rental	15,000	231,000	246,000
Other (Police, taxi, etc.)	1,000	5,000	6,000
INDUSTRY TOTAL	**1,108,000**	**1,200,000**	**2,308,000**

U.S. New Car/Truck Fleet Registrations

On all accounts buying 10 or more units each year. (In Thousands)

	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991[1]
CARS										
Rental	202	269	461	752	789	815	920	1,050	1,160	1,480
Leasing	639	745	790	838	805	780	850	795	757	939
Commercial	185	194	217	206	176	157	191	158	136	119
Government[2]	71	66	79	79	81	73	82	79	90	78
TOTAL	**1,097**	**1,274**	**1,547**	**1,875**	**1,851**	**1,825**	**2,043**	**2,082**	**2,143**	**2,616**
TRUCKS										
Rental	27	36	43	57	38	54	65	93	87	182
Leasing	123	124	238	378	373	351	408	398	347	368
Commercial	147	144	207	225	203	210	233	221	196	161
Government[2]	67	66	78	95	103	93	99	103	105	145
TOTAL	**364**	**370**	**566**	**755**	**717**	**708**	**805**	**815**	**735**	**856**
COMBINED CAR AND TRUCK										
Rental	229	305	504	809	827	869	985	1,143	1,247	1,662
Leasing	762	869	1,028	1,216	1,178	1,131	1,259	1,193	1,104	1,307
Commercial	332	338	424	431	379	367	424	379	332	280
Government[2]	138	132	157	174	184	166	181	182	195	223
TOTAL	**1,461**	**1,644**	**2,113**	**2,630**	**2,568**	**2,533**	**2,849**	**2,897**	**2,878**	**3,472**

[1]Month of December registrations are estimated [2]Excludes Federal Government
Note: Rental and Leasing data was reported combined through 1989; breakdown is estimated by *Automotive Fleet's* Research Dept.

Ford FLEET SERVICE PROGRAM

Ford Fleet Service Program combines computerized billing with a nationwide service plan.

A plan that goes the extra mile. Ford FSP complements Ford's 1992 new vehicle limited warranty, by offering you different component coverages with a variety of time and mileage options.

Fleet maintenance made easy. Your drivers use their Ford FSP Membership Card to charge their repairs. So you receive billing and reporting in one monthly statement.

Ford FSP. Manage your fleet costs, no matter

1992 Ford Motor Company

U.S. New Car Fleet Registrations[1] By Month And Year

Totals include all fleets of 10 or more units

	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991
JAN	93,700	100,500	141,669	58,782	181,524	188,000	178,400	179,400	153,000	212,500
FEB	78,300	91,200	142,006	142,643	162,615	159,100	185,500	183,100	188,500	214,300
MAR	84,500	105,800	136,526	162,472	164,697	165,300	186,200	197,400	189,100	205,600
APR	96,900	93,800	142,199	146,644	156,141	154,100	154,300	179,600	168,900	189,900
MAY	104,800	100,800	139,114	145,063	155,968	158,700	169,800	199,000	183,000	293,400
JUN	117,700	137,200	156,445	163,165	194,567	191,400	224,000	232,000	222,600	274,200
JUL	95,700	101,400	131,377	129,988	151,395	149,800	167,600	151,000	173,400	247,500
AUG	66,800	84,300	100,845	206,597	108,112	107,800	135,300	111,500	140,300	166,800
SEP	65,900	88,600	123,995	132,383	90,078	92,900	121,700	123,400	161,500	174,500
OCT	81,400	111,100	133,247	156,727	122,717	135,400	145,700	164,900	213,200	204,300
NOV	110,900	136,700	153,865	169,024	165,194	155,900	165,900	180,100	200,600	195,000[2]
DEC	138,600	150,000	136,481	196,497	226,100	178,600	208,800	201,500	275,300	210,000[2]
	1,135,200	**1,301,400**	**1,637,769**	**1,809,985**	**1,879,108**	**1,837,000**	**2,043,200**	**2,102,900**	**2,269,400**	**2,588,000**

[1]Includes all government registrations [2] November & December estimated

Take the FSP Challenge. Don't take our word for it. Enroll just ten of your Ford vehicles in Ford FSP. Then compare the costs with the rest of your fleet. The results will impress you.

All at your fingertips. To find out more about how Ford FSP can help make your job easier, just call 1-800-367-3221. Your costs shouldn't have to be all over the board, just because your fleet is.

FORD
MERCURY
LINCOLN

QUALITY CARE

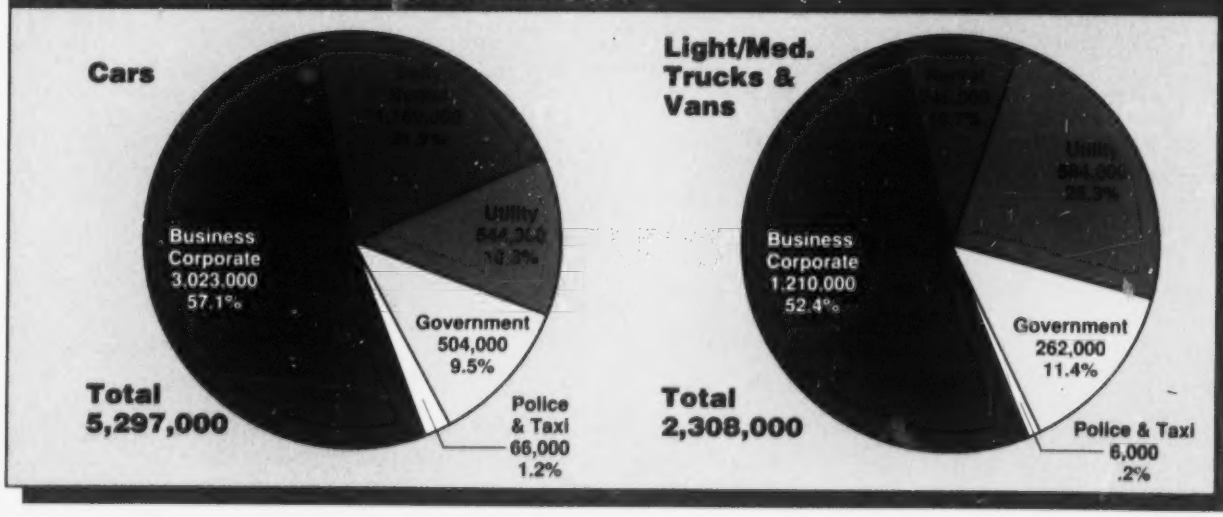
how much ground your team has to cover.

U.S. Cars in Fleets by Type of Business
(Owned and Leased)

TYPE OF FLEET	CARS (In Thousands)									
	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991
Business Fleets—25 or more										
Salesman Owned	340	340	344	348	420	410	425	518	509	446
Company Owned	228	224	232	226	260	252	235	236	219	178
Leased by Companies (By Types of Lease)										
Finance & Management	1,525	1,553	1,545	1,630	1,600	1,632	1,893	1,856	1,849	1,763
Partial/Full Maintenance	319	315	313	352	305	313	161	140	155	147
Net/Fixed	136	134	156	168	145	148	146	158	157	94
Total Company Leased	1,980	2,002	2,014	2,150	2,050	2,093	2,200	2,154	2,161	2,004
Business Fleets—10-24 cars										
Owned	450	448	452	452	480	475	481	526	535	455
Leased	288	293	297	308	320	334	348	353	399	386
Individually Leased	1,645	1,653	1,657	1,800	1,975	2,098	2,160	2,140	2,020	2,008
Other Fleets										
Government	500	500	528	528	535	538	543	543	538	504
Utilities	530	533	540	540	545	550	553	553	551	544
Police	223	221	228	233	238	240	242	244	249	250
Taxi	141	139	140	140	143	144	144	144	141	141
Daily Rental	457	466	755	760	790	800	870	907	990	1,160
Driver School	18	—*								
Total Other Fleets	1,869	1,859	2,191	2,201	2,251	2,272	2,352	2,391	2,469	2,599
NOTE: Number of Cars in Fleets of 4 or More	10,076	10,400	10,475	10,508	10,560	10,578	10,597	10,592	10,607	10,514

**Combined with business fleets*
Source: Automotive Fleet Research Department

Composition of Automotive Fleet/Leasing Market
(Vehicles Controlled/Operated by AF Readership)



Passenger Car Fleet Registrations
1985 - 1991 Model Years

	1985	1986	1987	1988	1989	1990	1991
American Motors	31,742 2.0%	13,716 1.0%	4,281 1.0%	—	—	—	—
American Isuzu	N/A	N/A	N/A	5,387 1.0%	4,237 1.0%	20 <1.0%	42 <1.0%
Buick	155,342 9.0%	122,127 5.0%	95,170 5.0%	103,389 5.0%	109,299 5.0%	103,160 5.5%	173,748 7.2%
Cadillac	41,946 2.0%	39,540 2.0%	49,565 3.0%	55,828 2.0%	58,179 3.0%	77,503 4.0%	95,979 3.9%
Chevrolet	323,540 19.0%	348,727 20.0%	355,359 21.0%	357,166 20.0%	344,291 17.0%	377,471 20.0%	482,380 19.9%
Chrysler	47,209 3.0%	61,035 4.0%	40,135 3.0%	57,848 3.0%	48,549 2.0%	54,176 3.0%	45,324 1.9%
Dodge	93,975 5.0%	103,000 5.0%	94,145 5.0%	115,368 6.0%	147,427 7.0%	120,731 6.5%	166,039 6.8%
Eagle	N/A	N/A	N/A	1,145 1.0%	7,245 1.0%	4,660 <1.0%	4,418 <1.0%
Ford	337,202 19.0%	265,712 16.0%	330,134 20.0%	389,691 21.0%	398,940 20.0%	382,204 20.0%	483,301 19.9%
Honda	N/A	N/A	N/A	N/A	N/A	N/A	74,417 3.0%
Lincoln-Mercury	148,121 8.0%	135,182 8.0%	163,274 10.0%	164,527 9.0%	176,091 9.0%	159,014 8.5%	159,704 6.6%
Mazda	N/A	N/A	N/A	N/A	16,991 1.0%	16,863 1.0%	33,017 1.4%
Mitsubishi	N/A	3,447 1.0%	6,403 1.0%	2,617 1.0%	14,985 1.0%	31,855 2.0%	24,989 1.0%
Nissan	81,599 5.0%	80,141 5.0%	62,719 4.0%	69,289 4.0%	74,123 4.0%	66,811 3.5%	66,151 2.7%
Oldsmobile	189,137 10.0%	193,510 12.0%	137,842 8.0%	129,481 8.0%	126,179 6.0%	120,243 6.5%	153,637 6.3%
Plymouth	80,736 5.0%	92,777 5.0%	79,373 4.0%	88,962 4.0%	75,402 4.0%	62,242 3.5%	72,574 3.0%
Pontiac	134,508 8.0%	163,973 10.0%	152,001 8.0%	155,550 8.0%	174,286 9.0%	183,802 9.5%	226,771 9.3%
Saturn	N/A	N/A	N/A	N/A	N/A	N/A	1,560 <1.0%
Subaru	6,035 1.0%	10,505 1.0%	9,087 1.0%	18,588 1.0%	38,432 2.0%	13,757 <1.0%	21,094 <1.0%
Toyota	69,540 4.0%	104,409 5.0%	99,466 6.0%	104,424 5.0%	113,946 6.0%	117,765 6.0%	127,960 5.3%
VW	N/A	N/A	N/A	N/A	7,724 1.0%	8,417 <1.0%	7,294 <1.0%
Volvo	N/A	N/A	N/A	2,032 1.0%	4,411 1.0%	4,450 <1.0%	4,815* <1.0%
INDUSTRY TOTAL	1,740,632	1,737,801	1,678,954	1,821,292	1,940,737	1,905,144	2,425,214
PERCENTAGE TOTAL	100%	100%	100%	100%	100%	100%	100%

Basic registration data is furnished by each manufacturer, using differing bases. Acura, American Suzuki, Daihatsu, Hyundai, Infiniti and Lexus fleet figures were not available for 1991-model year. * AF Estimate

1991-Model Year Registrations
Fleet vs. Retail

MODEL	Retail Totals	Fleet Totals	% Fleet vs. Retail
SUBCOMPACT			
Cabriolet	5,848	504	8.6%
Capri	26,205	5,823	22.2%
Cavalier	287,284	93,178	32.0%
Colt	33,898	889	2.6%
Corolla	155,473	43,472	28.0%
Corrado	5,091	635	12.4%
Eclipse	49,278	1,547	3.1%
Escort	270,283	64,341	23.8%
Festiva	37,605	1,285	3.4%
Fox	14,566	232	1.5%
Geo Metro	94,979	31,602	33.0%
Geo Prizm	101,781	57,348	56.0%
Geo Storm	78,123	5,274	7.0%
Horizon	688	84	12.2%
Impulse	3,059	14	0.5%
Justy	8,494	390	4.6%
Laser	30,905	1,943	6.2%
LeMans	34,148	21,747	64.0%
Loyale	29,231	1,126	3.9%
Mirage/2-door	10,070	3,989	39.6%
MR2	9,239	1,634	17.7%
Mustang	91,198	30,093	33.0%
MX-3	4	0	—
NX	5,281	482	1.0%
Omni	725	126	17.3%
Paseo	10,230	1,107	10.8%
Sentra	147,833	15,785	10.7%
Skyhawk	40	1	3.0%
Skylark	72,945	25,542	35.0%
Stylus	10,242	28	0.3%
Summit	15,134	801	5.3%
Sunbird	107,059	52,392	49.0%
Talon	30,476	2,610	8.5%
Tercel	83,629	14,067	16.8%
Tracer	57,559	15,342	26.6%
Vista	7,703	353	4.6%
323	19,527	5,037	25.8%
Total Subcompact	**1,945,833**	**500,823**	**25.7%**
COMPACT			
Acclaim	109,494	58,430	53.3%
Achieva/Calais	71,336	26,438	37.0%
Beretta	62,637	14,076	22.0%
Camaro	52,509	4,231	8.0%
Camry	220,975	44,617	20.2%
Celica	60,364	7,090	11.7%
Corsica	168,065	118,621	71.0%
Daytona	19,657	888	4.5%
Firebird	24,631	2,098	9.0%
Golf/GTI	14,448	726	5.0%
Grand Am	155,002	61,510	40.0%
Jetta	41,358	3,116	7.5%
Legacy	48,333	19,502	40.4%
Miata	33,708	2,220	6.6%
Mirage/4-door	27,887	10,443	37.4%
Probe	77,648	31,933	41.1%
Protege	51,442	6,612	12.9%
Shadow/Shadow Conv.	78,207	24,307	31.0%
Spirit	88,948	46,850	52.6%
Stanza	74,995	12,817	17.1%
Sundance	57,025	11,577	20.3%
Tempo	196,763	113,209	57.5%
Topaz	53,024	14,131	26.6%
XT/SVX	1,184	76	6.4%
240SX	41,207	7,513	18.2%
Total Compact	**1,830,847**	**643,031**	**35.1%**
INTERMEDIATE			
Bonneville	65,335	21,969	34.0%
Celebrity	2,758	231	8.0%
Century	124,382	58,139	47.0%
Cougar	54,972	14,830	26.9%
Cutlass Ciera	131,250	52,230	40.0%
Cutlass Supreme	101,525	39,087	38.0%
Dynasty	117,715	87,771	74.5%
Galant	38,742	9,010	23.3%
Grand Prix	104,913	45,111	43.0%
LeBaron Sedan	19,652	3,155	16.0%
Lumina	211,893	97,791	46.0%
Maxima	101,870	25,721	25.2%
Monte Carlo	58	5	9.0%
Pontiac 6000	34,778	21,943	63.0%
Regal	109,419	36,701	34.0%
Sable	85,654	26,142	30.5%
Saturn[1]	47,141	1,560	3.0%
Taurus	310,305	163,525	52.7%
Thunderbird	86,079	34,734	40.4%
Volvo[1]	N/A	4,815[2]	—
626/MX-6	95,044	10,346	10.9%
Total Intermediate	**1,843,485**	**754,816**	**40.9%**
STANDARD			
Caprice	116,016	56,740	49.0%
Crown Victoria	86,562	44,178	51.0%
Custom Cruiser SW	5,798	755	13.0%
Delta 88	75,608	18,720	25.0%
Grand Marquis	92,035	22,359	24.2%
LeBaron Coupe/ Convertible	41,440	15,902	38.3%
LeSabre	103,549	17,364	17.0%
Maserati TC	1,459	119	8.1%
Monaco	11,521	4,163	36.1%
N.Y. Fifth Avenue	40,684	16,201	39.8%

1991-Model Year Registrations
Fleet vs. Retail

MODEL	Retail Totals	Fleet Totals	% Fleet vs. Retail
N.Y. Landau/Salon	18,103	4,291	23.7%
Premier	12,133	1,007	8.3%
Roadmaster	24,782	1,791	7.0%
Safari Station Wagon	6	1	17.0%
VW Passat Sedan/ Wagon	17,013	2,081	12.2%
Total Standard	**646,709**	**205,672**	**31.8%**
LUXURY			
Allante	3,339	663	20.0%
Brougham/Chassis	25,044	4,234	17.0%
Continental/Mark VII/ Town Car	167,409	61,077	36.5%
Corvette	17,174	3,288	19.0%
Cressida	10,311	1,189	11.5%
DeVille/Fleetwood	149,285	69,963	47.0%
Diamante	15,595	219	1.4%
Eldorado	16,525	5,274	32.0%
Imperial	12,793	5,656	44.2%
Park Ave.	89,724	31,032	35.0%
Reatta	3,798	759	20.0%
Riviera	14,653	2,419	17.0%
RX-7	7,693	736	9.6%
Seville	26,615	15,845	60.0%
Stealth	16,172	1,232	7.6%
Supra	3,545	513	14.5%
Toronado	9,449	1,864	20.0%
98	54,217	14,543	27.0%
300Z	16,455	3,833	23.3%
929	14,552	2,348	16.1%
Total Luxury	**674,348**	**226,887**	**33.6%**
TRUCKS			
MANUFACTURER/ MODEL			
CLASS 1-3			
Chev/GMC			
S-10/S-15	256,776	18,699	7.0%
S10 Special	16,724	16,682	99.7%
C/K1500	394,528	31,181	8.0%
C/K2500	84,320	19,200	23.0%
C/K3500	28,305	9,095	32.0%
R/V Pickups	83,181	15,829	19.0%
COE-W4S/W4T	1,846	554	30.0%
F'wd-P30/P35	20,698	6,635	32.0%
Ford Ranger	248,016	21,655	8.7%
Ford F-Series	393,754	64,603	16.4%
Isuzu Pickup	35,911	4,325	13.7%
Mazda Trucks	61,469	3,403	5.5%

MANUF./ MODEL	Retail Totals	Fleet Totals	% Fleet vs. Retail
Mitsubishi Truck 2 WD	16,835	78	0.4%
Nissan Pickups	165,009	9,273	5.6%
Toyota 4x2	86,140	5,506	6.4%
Toyota 4x4	69,070	3,782	5.5%
Total Class 1-3	**1,962,582**	**230,500**	**11.7%**
CLASS 4-5			
Chev/GMC CSD	6	0	—
Chev/GMC COE-W5R	464	165	36.0%
Chev/GMC F'wd-P4T	162	162	100.0%
Total Class 4-5	**632**	**327**	**51.7%**
SPORT/UTILITY			
Chev/GMC Blazer/ Jimmy	139,376	23,382	17.0%
Chev/GMC Tracker	33,413	2,313	7.0%
Ford Bronco	27,824	4,733	17.0%
Ford Explorer	242,786	36,532	15.0%
Isuzu Amigo	7,829	87	1.1%
Isuzu Rodeo	24,612	341	1.4%
Isuzu Trooper	26,776	416	1.6%
Mazda Navajo	10,409	818	7.9%
Mitsubishi Montero	10,339	2,339	22.6%
Nissan Pathfinder	37,801	6,763	17.9%
Toyota 4-Runner	38,665	6,231	16.1%
Toyota Landcruiser	6,608	952	14.4%
Total Sport/Utility	**606,438**	**84,907**	**14.0%**
VANS			
Chev/Pontiac/Olds/GMC			
Lumina APV	49,865	15,183	30.0%
Astro/Safari	141,287	38,994	28.0%
G-Series Vans	120,656	27,989	23.0%
Pontiac Transport	22,979	3,605	16.0%
Olds Bravado	6,916	1,319	19.0%
Olds Silhouette	21,242	5,244	25.0%
Ford Aerostar	155,952	57,312	36.7%
Ford Econoline	131,082	48,441	36.9%
Mazda MPV	51,067	5,718	11.2%
Toyota Previa	42,934	7,088	16.5%
VW Vanagon	3,413	207	6.0%
Total Vans	**747,393**	**211,100**	**28.2%**
Total Domestic	**7,597,015**	**2,406,662**	**31.7%**
Total Import[1]	**2,661,252**	**451,201**	**16.9%**
Other Imports (not reported on chart)		**190,063**	—
Total Industry	**10,258,267**	**2,857,863[3]**	**27.8%**

Note: Import share of fleet is 15.8%. Domestic share of fleet is 84.2%.
[1]Includes all models. [2]AF Estimate. [3]Does not include "Other Imports" total.
[4]Includes transplants.

LEASING & RENTAL: Past Growth & Projections

Units In Operation

LEASED SEGMENT	1975 Units (000)	1975 $ Rev. (Millions)	1980 Units (000)	1980 $ Rev. (Millions)	1985 Units (000)	1985 $ Rev. (Millions)	1990 Units (000)	1990 $ Rev. (Millions)	1995 (est.) Units (000)	1995 (est.) $ Rev. (Millions)
Business Fleets +25	1,666		1,968		2,150		2,161		2,250	
Business Fleets 10-24	174		266		308		399		448	
Other Fleets	46		93		186		377		455	
Retail or Individual	1,072		1,708		1,800		2,020		2,315	
Total Cars Fleet Leased	**2,958**	**$9,100**	**4,035**	**$18,900**	**4,444**	**$28,660**	**4,957**	**$34,150**	**5,468**	**$38,500**
Truck Leasing	735	$ 4,200	800	$ 7,300	878	$10,000	1,055	$15,190	1,190	$17,500
Total Vehicle Leasing	**3,693**	**$13,300**	**4,835**	**$26,200**	**5,322**	**$38,660**	**6,012**	**$49,340**	**6,658**	**$56,000**
RENTAL SEGMENT										
Car Rental	355	$ 1,400	500	$ 2,800	760	$ 4,600	1,008	$ 7,900	1,300	$ 15,000
Truck Rental (all G.V.W.s)	160	$ 1,000	175	$ 2,300	200	$ 3,400	263	$ 4,100	375	$ 6,200
Total Vehicle Rental	**515**	**$2,400**	**675**	**$ 5,100**	**960**	**$ 8,000**	**1,271**	**$12,000**	**1,675**	**$21,200**

Source: *Automotive Fleet* Research Dept.

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Circle 115 on Inquiry Card

Tracking the Top 10 Fleet Lessors

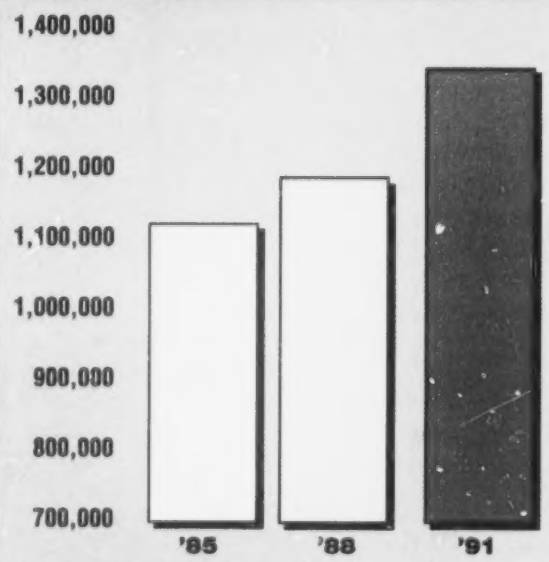
Total—U.S. Vehicles/Year

Lessor	1984	1985	1986	1987	1988	1989	1990	1991
GE Capital Fleet Services	—	—	—	420,000[1]	400,000	375,000	348,000	383,000
(Gelco)[2]	(267,000)	(268,000)	(270,000)	—	—	—	—	—
(D&K)[2]	(80,000)	(84,000)	(100,000)	—	—	—	—	—
(McCullagh)[3]	(80,000)	(80,000)	(80,000)	(80,000)	(80,000)	(75,000)	(75,000)	(90,000)
(LMV)[7]	(13,000)	(24,000)	(33,000)	(38,000)	(45,300)	(47,000)	(51,000)	(35,000)
PHH	200,000	225,000	275,000	290,000	313,000	326,500	325,000	325,000
(Avis)[4]	(44,500)	(48,000)	—	—	—	—	—	—
Wheels	80,000	90,000	100,000	100,000	105,000	105,000	125,000	133,269
ARI	65,000	65,000	70,000	75,000	75,000	148,500	148,500	130,000
(Lend Lease)[5]	50,000	60,000	58,000	85,000	91,000	—	—	—
U.S. Fleet Leasing	50,000	50,000	50,000	68,000	75,000	85,000	85,000	98,000
(Hertz)[6]	(50,000)	(50,000)	—	—	—	—	—	—
Bankers Leasing	35,006	37,609	42,011	47,364	52,732	57,927	65,132	75,000
Associates	22,000	24,000	27,000	41,600	45,800	53,000	67,000	70,000
Lease Plan Intl.	—	—	—	—	—	—	30,000*	43,700
Donlen Corporation	25,000	25,000	30,000	30,000	30,000	33,000	35,000	41,000
AT&T	—	—	—	—	—	21,000	22,000	34,080
Top 10 Total	**1,048,506**	**1,106,609**	**1,102,011**	**1,156,964**	**1,187,532**	**1,204,927**	**1,250,623**	**1,333,049**

[1]GE Capital Fleet Services fleet total also includes Kerr Leasing, which was acquired in 1984.
[2]Purchased by GE Capital in 1987 [3]Purchased by GE Capital in 1990 [4]Purchased by PHH in 1986
[5]Lend Lease Purchased by Holman Enterprises (ARI) in 1989 [6]Purchased by USFL in 1986 [7]Purchased by GE Capital in 1991
*AF Estimate

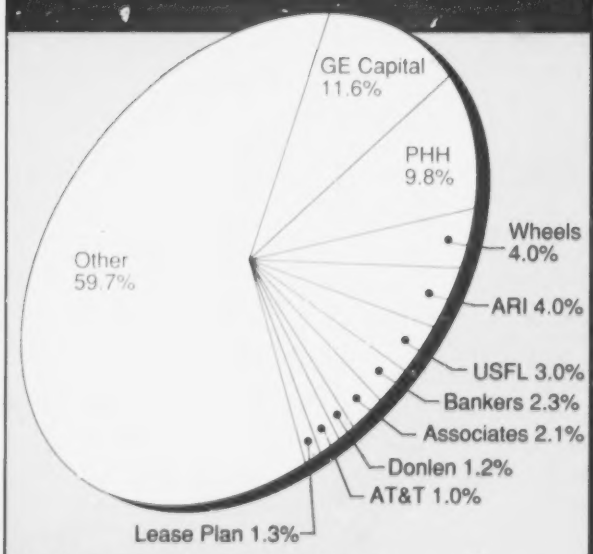
The "Big" Get "Bigger"

Number of Vehicles Among Top 10 Lessors



Sources: *Automotive Fleet* Research Dept.

Top 10 Share of U.S. Market



Note: This chart includes leased cars & trucks in the commercial fleet market only.

Sources: *Automotive Fleet* Research Dept.

Leading Fleet Vehicle Lessors by U.S. Portfolio Size

(Includes lessor fleet managed units. Does not include rentals.)

Rank	Fleet Lessors	Number U.S. Cars	Number U.S. Trucks	Total U.S. Vehicles
1.	GE Capital	218,000	165,000	383,000
	McCullagh	54,000	36,000	90,000[1]
2.	PHH FleetAmerica	205,000	120,000	325,000
3.	Wheels	95,776	37,493	133,269
4.	ARI	76,000	54,000	130,000
5.	U.S. Fleet Leasing	68,000	30,000	98,000
6.	Bankers Leasing	17,200	57,800	75,000
7.	Associates	40,000	30,000	70,000
8.	Lease Plan International	28,500	15,200	43,700
9.	Donlen	31,000	10,000	41,000
10.	AT&T	20,080	14,000	34,080
11.	World Omni	21,350	8,550	29,900
12.	Enterprise	23,000	6,000	29,000
13.	Mike Albert	17,400	2,420	19,820
14.	NationsBanc	14,000	4,800	18,800
15.	Emkay	14,400	3,900	18,300
16.	AMI Leasing	7,000	6,000	13,000
17.	Leasing Associates	9,000	3,500	12,500
18.	B&M Equipment	4,838	4,287	9,125
19.	Trans-National Leasing	4,000	4,200	8,200
20.	American Leasing Corp.	3,100	2,200	5,300
	Totals	**917,644**	**579,350**	**1,496,994**

(Data supplied by individual lessors except where indicated.)

Leading Fleet Vehicle Lessors by International Portfolio Size

(Includes lessor fleet managed units.)

Rank	Fleet Lessors	Total International[2]
1.	Lease Plan International	188,000
2.	PHH Corporation	140,000
3.	GE Capital	27,000
4.	U.S. Fleet Leasing	22,000
5.	ARI	8,500
6.	Associates	1,000
7.	Wheels	253
8.	Emkay	125
	Total	**386,878**

[1]Included in GE Capital Fleet Sales Totals [2]Including Canada, but not U.S.

Circle 118 on Inquiry Card

1991 U.S. Daily Car Rental Market Profile

Rank	Company	Number U.S. Locations	Number U.S. Vehicles*	Market Share Percentage	Estimated '91 Revenue (Millions)
On-Airport/NearAirport/Local Market Segment					
1.	Hertz	1,500	220,000	22.7%	$2,600
2.	Budget	1,384	125,000	12.9%	1,880
3.	Avis	1,400	125,000	12.9%	1,200
4.	National	1,000	120,000	12.4%	910
5.	Alamo	100	115,000	11.8%	740
6.	Dollar	526	56,000	5.8%	400
7.	Thrifty	433	31,000	3.2%	371
8.	Value	39	18,000	1.8%	100
9.	American Intl.	70	17,000	1.7%	185
10.	General	66	16,000	1.6%	195
11.	Other	4,000	128,000	13.2%	1,650
		10,518	971,000	100.0%	$10,231
Local/Replacement Market Segment					
1.	Enterprise	1300	110,000	65.0%	$600
2.	Agency	710	36,000	21.0%	268
3.	Snappy	200	12,000	7.0%	90
4.	Action	175	11,000	7.0%	86
		2,385	169,000	100.0%	$1,044
U.S. Industry Totals		12,903	1,140,000	—	$11,275
Manufacturer/Dealer Rental		7,500	20,000	—	$195
Total Car Rental Market		20,403	1,160,000	100.0%	$11,470

1991 Rental Car New Registrations		
7 Major Rental Firms**	Program	1,150,000
	At Risk	121,000
	Total Majors	1,271,000
All Other RAC Firms		209,000
Total Industry New Registrations		**1,480,000**

*Passenger cars, including licensees **Includes Hertz, Avis, Budget, National, Alamo, Enterprise, Pentastar (Dollar, Snappy, Thrifty), and General

Size and Model Cars Purchased By Major Leasing Companies 1991 vs. 1990

Company	Year	Luxury	Standard	Inter-mediate	Compact	Sub-compact	Imports
ARI	1991	4.2	13.2	64.3	9.0	6.1	3.2
	1990	4.0	14.0	65.0	8.0	7.0	2.0
ASSOCIATES	1991	3.4	10.2	58.6	20.7	3.3	3.8
	1990	5.0	13.1	61.7	16.2	1.1	2.9
AT&T	1991	11.8	6.8	73.4	6.7	1.3	0.0
	1990	7.2	6.1	73.7	8.0	5.0	0.0
DONLEN	1991	3.6	14.0	61.5	17.8	1.0	2.1
	1990	3.4	12.3	72.0	6.4	2.9	3.0
ENTERPRISE	1991	7.6	16.3	50.8	10.8	2.9	11.6
	1990	7.3	17.5	51.4	9.7	2.8	11.3
GE CAPITAL FLEET SERVICES	1991	2.6	7.7	69.6	10.4	6.3	3.5
	1990	1.1	9.7	76.3	6.0	3.1	3.8
LEASE PLAN INTL.	1991	1.9	7.1	68.8	16.2	3.8	2.2
	1990	2.1	6.7	66.3	17.4	4.7	2.8
McCULLAGH	1991	5.4	16.0	57.3	11.9	4.2	5.2
	1990	2.0	34.0	47.0	14.0	2.0	1.0
PHH FLEET AMERICA	1991	1.8	9.1	64.5	18.3	2.2	4.0
	1990	1.7	4.9	68.1	20.8	2.3	2.2
U.S. FLEET LEASING	1991	3.5	15.0	63.5	14.0	1.0	3.0
	1990	5.2	11.9	65.8	8.4	4.2	4.5
WHEELS	1991	1.8	7.8	73.9	10.0	4.3	2.2
	1990	1.4	9.3	74.9	6.0	6.0	2.4
WORLD OMNI	1991	2.1	7.8	33.9	20.1	12.3	23.8
	1990	1.3	11.7	9.1	35.9	4.8	37.2

Luxury	Standard	Intermediate	Compact	Subcompact	Imports
Park Ave.	LeSabre	Regal	Skylark	Cavalier	All Models
Riviera	Caprice	Century	Spirit	Colt	
Continental	Crown Victoria	Celebrity	Acclaim	Escort	
Mark VII	Grand Marquis	LeBaron	Daytona	Mustang	
Town Car	Delta 88	Thunderbird	Topaz	Sunbird	
Olds 98	Fifth Avenue	Cougar	Calais	Tracer	
Toronado/Trofeo	Bonneville	Cutlass Supreme	Tempo		
Corvette		Cutlass Ciera	Grand Am		
DeVille		Grand Prix	Firebird		
Eldorado		New Yorker	Shadow		
Seville		Taurus	Sundance		
Fleetwood		Premier	Beretta		
		Dynasty	Corsica		
		Lumina			
		Salon			
		Sable			

1991 Fleet Car Operation Costs by Region

1 New England 2 Mideast 3 Great Lakes 4 Southeast 5 Plains 6 Southwest 7 Rocky Mountains 8 Far West

Regional Code	Running Expenses cents/mile	Standing Expenses $ per month	Incidental Expenses $ per month
1	7.57	385.38	49.78
2	8.02	351.15	61.88
3	7.26	355.44	37.66
4	7.27	360.20	22.15
5	6.86	373.30	26.38
6	7.52	358.22	29.67
7	7.91	386.62	24.08
8	7.70	356.23	37.20
USA	7.51	359.18	37.65

Source: PHH FleetAmerica

Running expenses include gasoline, oil, tires, and maintenance. Standing expenses are incurred whether or not the car is used, and include such fixed costs as insurance and license fees. Incidental expenses include parking & storage, washing, and tolls.

Operating Costs for Intermediate/Compact Cars (July 1990-June 1991)

	< 24,000 Miles		24-48,000 Miles		> 48,000 Miles	
	COST PER MILE	DOLLARS PER MONTH	COST PER MILE	DOLLARS PER MONTH	COST PER MILE	DOLLARS PER MONTH
Fuel	4.95¢	$101.27	5.01¢	$102.50	5.00¢	$102.30
Oil	.20¢	$4.09	.22¢	$4.50	.22¢	$4.50
Tires	.15¢	$3.06	.37¢	$7.57	.53¢	$10.84
Maintenance/Repair	.53¢	$10.84	1.36¢	$27.82	1.72¢	$35.19
Warranty Recovery	(.01¢)	($0.20)	(.02¢)	($0.40)	(.02¢)	($0.40)
Total Operating Costs	**5.82¢**	**$119.06**	**6.94¢**	**$141.99**	**7.45¢**	**$152.43**

Operating Costs for Light-Duty Trucks (July 1990-June 1991)

	<24,000 Miles		24-48,000 Miles		>48,000 Miles	
	COST PER MILE	DOLLARS PER MONTH	COST PER MILE	DOLLARS PER MONTH	COST PER MILE	DOLLARS PER MONTH
Fuel	6.64¢	$135.85	6.68¢	$136.67	6.68¢	$136.67
Oil	.23¢	$4.70	.24¢	$4.91	.25¢	$5.11
Tires	.26¢	$5.31	.65¢	$13.29	.92¢	$18.82
Maintenance/Repair	.65¢	$13.29	1.77¢	$36.21	2.50¢	$51.15
Warranty Recovery	(.01¢)	($0.20)	(.01¢)	($0.20)	(0.00¢)	($0.00)
Total Operating Costs	**7.77¢**	**$158.95**	**9.33¢**	**$190.88**	**10.35¢**	**$211.75**

Average Monthly Depreciation Expense for Intermediate/Compact Cars: 1991 vs. 1990

YEAR	AVERAGE MONTHLY MILES	AVERAGE SERVICE LIFE	AVERAGE ORIGINAL COST	MONTHLY DEPRECIATION COST IN CENTS PER MILE	DEPRECIATION DOLLARS PER MONTH
1991(1)	2,046	28.9	$12,538	12.9¢	$275.19
1990(2)	2,044	28.7	$12,282	12.1¢	$251.73

(1) July 1990-June 1991 (2) July 1989-June 1990

Average Monthly Depreciation Expense for Light-Duty Trucks: 1991 vs. 1990

YEAR	AVERAGE MONTHLY MILES	AVERAGE SERVICE LIFE	AVERAGE ORIGINAL COST	MONTHLY DEPRECIATION COST IN CENTS PER MILE	DEPRECIATION DOLLARS PER MONTH
1991[1]	2,046	38.4	$13,455	12.5¢	$264.81
1990[2]	2,017	36.4	$12,575	10.5¢	$216.81

[1] July 1990-June 1991 [2] July 1989-June 1990

NAFA Fleet Personal-Use Data (U.S.A.)

(1) How Employees Are Charged for the Personal Use of a Fleet Vehicle

1 = Per mile charge. 2 = Flat weekly charge.
3 = Flat monthly charge. 4 = Combination per mile/flat charge.
5 = Graduated scale. 6 = Other.

	1	2	3	4	5	6
Corporate	46%	7%	32%	14%	#	#
Government	67%	33%	0%	0%	#	#
Public Utilities	58%	17%	0%	25%	#	#

Less than 0.5% of respondents

Average Amount Employees Are Charged Per Mile for the Personal Use of a Fleet Vehicle

Industry Average	1986	1987	1988	1989	1990
	16.7¢	17.5¢	16.8¢	18.6¢	21.0¢

(2) Reimbursement For Use of Personal Car–Mileage Only (Assigned Fleet Car Not In Service) For U.S. Commercial Fleets

Industry Average	1988	1989	1990	1991	1992
	22.4¢	24.3¢	26.0¢	27.5¢	28.0¢

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Fleet Services

Glenn Fardy
Midwest Regional
Manager

Jim Fitzgerald
Northeast Regional
Manager

Steve Johnson
Western Regional
Manager

Mike Hardesty
Southeast Regional
Manager

Rick Neltner
Cincinnati Regional
Manager

Tim Zeuch
Director of Consumer
Lease/Small Fleet

American Leasing Corp.

20 N. Park St.
East Orange, NJ 07017
(201) 674-5670
FAX: (201) 676-5403

Date Established	1943	
	Cars	Trucks
U.S.	3,100	2,200

M. LEWIS

A.S. LEWIS

MANNING

STUERMER

Officials

Milton H. Lewis
Chairman of the Board

Arthur Steven Lewis
Chief Executive Officer

Jack W. Manning
President

Martin Stuermer
Controller

A. Lewis
National Used
Car Manager

Betty Kelly
Purchasing

AMI Leasing

P.O. Box 986
46 W. Boylston St.
Worcester, MA 01613
(508) 852-5311
FAX: (508) 856-9354

Date Established		May 1952
	Cars	Trucks
U.S.	7,000	6,000

WOLPERT

ZAHN

MEYER

HUTCHINS

Officials

Eugene J. Ribakoff
Chairman

Arthur B. Wolpert
President

Ronald D. Zahn
Sr. Vice President

John S. Meyer
Sr. Vice President

Eliot M. Cohen
Vice President
Administrative Services

Alan P. Hidenfelter
Vice President
Finance

Thomas W. Hutchins
Vice President
Auto Division

W.H. Duke Irvine
Vice President

Robert J. Leach
Vice President
Vehicle Operations

Richard Bertrand
Regional Sales Manager
Truck Leasing Sales

Mark Patterson
General Sales Manager
Equipment Leasing Sales

BRANCH OFFICES

Gold Star Blvd. at Millbrook
Worcester, MA 01606
(508) 852-0361
FAX: (508) 856-9354
Gary Wilhelmsen
District Manager

775 Pleasant St.
Fall River, MA 02723
(508) 677-9211
Karen Dexter, Manager

210 Airport Road
Fitchburg, MA 01420
(508) 342-1616
FAX: (508) 345-7534
Tom Radivonyk, Manager

15 Grove St.
Franklin, MA 02038
(508) 520-4538
FAX: (508) 528-9463
Mike Medici, Manager

83 Progress Ave.
Springfield, MA 01104
(413) 737-7189
FAX: (413) 787-9945
Funzi DeMaio
District Manager

895 Elmwood Ave.
Providence, RI 02907
(401) 461-2283
FAX: (401) 467-5078
Bill Shaw
District Manager

407 Mystic Ave.
Medford, MA 02155
(617) 391-3220
FAX: (617) 396-8760
Bruce Canadine
District Manager

161 Marginal Way
Portland, ME 04101
(207) 761-9070
FAX: (207) 761-9214
Rick Yost, Manager

1242 Shawmut Ave.
New Bedford, MA 02746
(508) 999-5241
FAX: (508) 990-7059
Bill Shaw
District Manager

55 York Ave.
Randolph, MA 02368
(617) 963-5551
FAX: (617) 961-2910
Jerome Barahona, Manager

87 Doremus Ave.
Newark, NJ 07105
(201) 465-4444
FAX: (201) 465-4134
Terry Dubowick
District Manager

2101 Gary Road
Cinnaminson Industrial Ctr.
Cinnaminson, NJ 08077
(609) 786-2227
FAX: (609) 786-4469
Terry Patterson, Manager

650 S. Union St.
Lawrence, MA 01843
(508) 975-2550
FAX: (508) 687-0830
Bob Hodge, Manager

1912 Central Ave.
Albany, NY 12212
(518) 452-4966
FAX: (518) 452-4969
Bob Rapp, Manager

120 Neelytown Road
Montgomery, NY 12549
(914) 457-1142
FAX: (914) 457-1220
Terry Dubowick
District Manager

681 John Fitch Blvd.
S. Windsor, CT 06074
(203) 528-9428
Brian Washburn, Manager

West Road
Bennington, VT 05209
(802) 447-3841

778 Gold St.
Manchester, NH 03103
(603) 626-4333
FAX: (603) 626-4860

Glen Orne Drive
Brattleboro, VT 05301
(802) 257-4600

6 Claflin St.
S. Boston, MA 02210
(617) 542-2288

ARI (Automotive Rentals, Inc.)

9000 Midlantic Drive
Mt. Laurel, NJ 08054
(609) 778-1500
FAX: (609) 231-9106

Date Established		1948
	Cars	Trucks
U.S.	76,000	54,000
Canada	6,000	2,500
Europe	0	0

KOLB

LAPORTA

GETCHIS

BAITTINGER

WODACK

BIER

BRECKNOCK

Officials

John W. Kolb
Chairman of the Board

Michael F. Laporta
President

Randy Getchis
Senior Vice President
Sales and Marketing

Kenneth F. Baittinger
Senior Vice President
Client Relations

Howard J. Wodack
Senior Vice President
Operations

Jack R. Bier, Jr.
Senior Vice President
Finance

Stan Brecknock
Senior Vice President &
General Manager-
Canadian Operations

Stanley P. Sheaffer
Treasurer

Theodore W. Kosowski
Zone Manager-North

John M. Coyle
Zone Manager-South

Philip J. Procida
Zone Manager-West

Frank S. Grochal
Vice President
Used Vehicle Sales

Phil Fitzgerald
General Manager
ARI Plus

Robert B. Cargen
Vehicle Procurement Mgr.

Marc Marutani,
Louis Pastras
Truck Sales

Frank Cardile
Fleet Management Mgr.

REGIONAL OFFICES

Atlanta Office
120 Marietta Station
Ste. 310
Marietta, GA 30060
(404) 423-1178
FAX: (404) 423-1378

Joe Linden
Regional Manager

Baltimore Office
3700 Koppers St., Ste. 121
Baltimore, MD 21227
(301) 525-0220
FAX: (301) 368-6762

Ed Evans
Regional Manager

Boston Office
8-B Pleasant St.
South Natick, MA 01760
(508) 655-9040
FAX: (508) 650-4781

Bill Hoysgaard
Regional Manager

Chicago Office
1920 Highland Ave.
Ste. 320
Lombard, IL 60148
(708) 916-3600
FAX: (708) 916-7182

Gary Scanlon
Regional Manager

Dallas Office
Pavilion Office Park
1221 W. Campbell Road
Ste. 195
Richardson, TX 76080
(214) 235-8381
FAX: (214) 231-5450

John Wilson
Regional Manager

Kansas City Office
10880 Benson
Bldg. 23, Ste. 2335
Overland Park, KS 66210
(913) 491-6868
FAX: (913) 491-3116

Scott Harris,
Michael Ramsey
District Managers

Los Angeles Office
18201 Van Karmen St.
Ste. 960
Irvine, CA 92715
(714) 863-9192
FAX: (714) 863-1988

Vince Gordon
Regional Manager

Memphis Office
866 Ridgeway Loop Road
Ste. 218
Memphis, TN 38120
(901) 685-5483
FAX: (901) 685-7145

Jim Darracott
Regional Manager

Minneapolis Office
7900 W. 78th St., Ste. 380
Edina, MN 55435
(612) 829-1500
FAX: (612) 829-1543

Jerry Allen
Regional Manager

Montreal Office
8660 Darnley Road, Ste. 201
Montreal, Quebec H4T 1M4
(514) 342-5730
FAX: (514) 342-0102

Keith Grassie
Regional Manager

New York Office
1 Greenway Plaza

135 Pinelawn Road, Ste. 204N
Melville, NY 11747
(516) 756-7050
FAX: (516) 756-7053

John Sonta
Regional Manager

Philadelphia Office
9000 Midlantic Drive
Mt. Laurel, NJ 08054
(609) 778-1500
FAX: (609) 231-9106

Thomas Donato
Regional Manager

San Francisco Office
1875 S. Grant Road, Ste. 540
San Mateo, CA 94402
(415) 345-5916
FAX: (415) 345-6473

Joe Frantz
Regional Manager

San Juan, Puerto Rico Office
Ortegon #22, Ste. 209
Caparra Office Center
San Juan, PR 00968
(809) 783-8668
FAX: (809) 783-8682

Julian Rodriguez
Regional Manager

Toronto Office
191 The West Mall, Ste. 300
Etobicoke, Ontario M9C 5K8
(416) 620-7470
FAX: (416) 620-7502

Wayne Cleverdon
Regional Manager

FLEET BODY EQUIPMENT
200 N.W. Harlem Road
Kansas City, MO 64116
(816) 842-4066
FAX: (816) 842-5462

Russell Watson
General Manager

Associates Leasing, Inc.

P.O. Box 650363
Dallas, TX 75265
(214) 541-3008
FAX: (214) 541-3173

KINES

SIMON

PHELAN

Date Established	1978	
	Cars	Trucks
U.S.	40,000	30,000
Canada	1,000	0
Europe	0	0

Officials

John D. Kines
Exec. Vice President

AUTO LEASING DIVISION
2728 Coho St.
Madison, WI
Mail: P.O. Box 9428
Madison, WI 53703
(608) 271-8944
1-800-356-9122
FAX: (608) 276-1293

Officials

John W. Simon
President
Auto Lease Operations

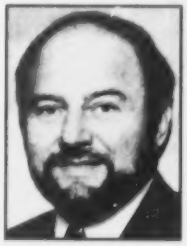
TRUCK LEASING DIVISION
P.O. Box 650363
Dallas, TX 75265
(214) 541-3171
FAX: (214) 541-3173

Officials

Michael J. Phelan
Sr. Vice President
Division Manager

AT&T Automotive Services, Inc.

44 Whippany Road
Morristown, NJ 07962
(201) 397-3000
FAX: (201) 397-4365


WAJNERT

VAN SICKLE

CHADWICK

Date Established	Sept. 1988	
	Cars	Trucks
U.S.	20,080	14,000

Officials

Thomas C. Wajnert
President & CEO
AT&T Capital Corporation

Charles D. Van Sickle
Group President
AT&T Capital Corporation

Sterling H. Chadwick
President
AT&T Automotive Services

Bankers Leasing & Financial Corporation

2655 Campus Drive, Suite 200
San Mateo, CA 94403
(415) 573-1200
FAX: (415) 573-5669

Date Established	1955	
	Cars	Trucks
U.S.	17,200	57,800

Officials

William R. Silver
President

Robert F. Cunningham
Senior Vice President

SILVER

B&M Equipment, Inc.

A Subsidiary of Beaudry Ford, Inc.
Member of Ford Authorized Leasing System

141 Piedmont Ave. N.E.
Atlanta, GA 30303
(404) 659-3673
FAX: (404) 659-1939

H. BORN

I. BORN

OLIVER

Date Established	1956	
	Cars	Trucks
U.S.	4,838	4,287

Officials

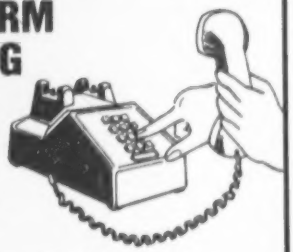
Harmon M. Born
President

J. Ivan Born
Secretary-Treasurer

Jack R. Oliver
General Sales Manager

ONE-CALL
215-254-9890

FOR LONG-TERM AUTO LEASING INSURANCE



- Lessors Excess Liability
- Primary Physical Damage
- Lessors Contingent Liability
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- Residual Value Insurance
- Contingent Physical Damage
- Interim Car Coverages
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FAX # (215) 254-9893

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Donlen Corporation

500 Lake Cook Road
Deerfield, IL 60015
(708) 831-0400
FAX: (708) 831-0483

Date Established		April 1965
	Cars	Trucks
U.S.	31,000	10,000

D. RAPPEPORT

G. RAPPEPORT

WISNIEWSKI

PRINCE

HILDER

BUSH

SAMMIS

WITT

Officials

Donald Rappeport
Chairman &
Chief Executive Officer

Gary Rappeport
President

Zeno S. Wisniewski
Vice President
Client Relations

Ronald K. Prince
Vice President
Finance

Paul B. Hilder
Vice President
Fleet Management Services

William C. Bush
Vice President Sales
Western Region

Steven B. Sammis
Vice President Sales
Eastern Region

Gerald H. Witt
Vice President Sales
Central Region

David A. Lodding
Director of
Fleet Management Services

Brad Miller
Director of Purchasing

Donald A. Meadows
Director of Used
Vehicle Marketing

Karin Trenkenschu
Director of License and Title

Emkay Inc.

805 W. Thorndale Ave.
Itasca, IL 60143
(708) 250-7400
FAX: (708) 250-7422

Date Established		1946
	Cars	Trucks
U.S.	14,400	3,900
Canada	75	50
Europe	0	0

REA

TEPAS

Officials

Samuel A. Rea
Chairman

Gary L. Tepas
President

Gary L. Ellison
Senior Vice President
Finance/Treasurer

Robert J. Kaiser
Senior Vice President
Sales - West

William G. Stoops
Senior Vice President
Sales - East

John C. Rennels
Vice President
Client Services

James L. Tangney
Vice President
Purchasing

Torey L. Arnold
Director of Corporate
Administration

Robert Brehm
Director of Used Vehicle Sales

Peter D. Wood
Western Regional Manager

REGIONAL OFFICES

CALIFORNIA
Emkay, Inc.
100 Smith Ranch Road
Ste. 301
San Rafael, CA 94903

CONNECTICUT
Emkay, Inc.
21 Locust Ave.
New Canaan, CT 06840

DELAWARE
Emkay, Inc.
Silverside Carr Exec. Plaza
501 Silverside Road
Wilmington, DE 19809

NORTH CAROLINA
Emkay, Inc.
6201 Fairview Road
Ste. 200
Charlotte, NC 28210

Enterprise Leasing Company

A Division of Enterprise Rent-A-Car

No. 35 Hunter Ave.
St. Louis, MO 63124
(314) 863-7000
FAX: (314) 863-7621

Date Established		1957
	Cars	Trucks
U.S.	23,000	6,000

A. TAYLOR

BROWN

KNAUP

ROSS

BEHNKE

SNYDER

Officials

Andrew C. Taylor
President

Douglas S. Brown
Exec. Vice President

Warren C. Knaup
Senior Vice President
Chief Financial Officer

Donald L. Ross
Senior Vice President
Operations

Richard V. Snyder
Vice President
Leasing

John Montgomery
Vice President
Used Cars

Daniel J. Kirchhoefer
Vice President
Service

William C. Lortz
Vice President
Administration

ENTERPRISE FLEETS INC.

Ernest C. Behnke
VP/General Mgr.
8860 Ladue Road
St. Louis, MO 63124
(314) 863-1111

ENTERPRISE LEASING OFFICES:

ATLANTA
Dennis G. Reinhardt—VP

BALTIMORE
Kevin J. Molitor—VP

BIRMINGHAM/GULF COAST
Bruce L. McKee—VP

BOSTON
Stanley M. Mann—VP

CHICAGO
Robert J. Klaskin—Pres.

DALLAS/FORT WORTH
John E. Grimes—Pres.

DENVER
Edwin J. Forbush—VP

DETROIT
Michael J. Kane—VP

HARTFORD/SPRINGFIELD
Brett A. Nann—VP

HOUSTON
John L. Ebeling—Pres.

INDIANAPOLIS
Jeffrey M. Brummett—VP

JACKSONVILLE
Montie E. Dowling—VP

KANSAS CITY
Bruce W. Kruenegel—VP

LOUISVILLE
Tyler S. Denson—VP

MICHIGAN MULTI-CITIES
John D. Zaworski—VP

MID-PENNSYLVANIA
Thomas M. Tobin—VP

MILWAUKEE
James R. Loomer—VP

MINNEAPOLIS
Patricia A. Kleinman—VP

NEW ORLEANS
Kevin M. Whelan—VP

NEW YORK
Lanny R. Dacus—Pres.

NORFOLK/RICHMOND
James C. Mercer—VP

NORTH/SOUTH CAROLINA
Richard F. Rush—Pres.

NORTHEASTERN OHIO
Kevin C. Keene—VP

PHILADELPHIA
Lucian C. Galloway—VP

PHOENIX
Thomas F. McKinley—VP

PITTSBURGH
Timothy E. Nettles—VP

PORTLAND
Kevin M. Neary—VP

ST. LOUIS
Stephen S. Adams III—VP

SACRAMENTO
Steven M. Wool—VP

SAN FRANCISCO/BAY AREA
Robert M. Jasper—Pres.

SEATTLE
Richard C. Goodman—VP

SOUTH FLORIDA
George Diaz—VP

SOUTHWESTERN OHIO
Richard G. Allen—VP

SOUTHERN CALIFORNIA
William F. Holekamp—Pres.
Ira M. Robb—Exec. VP

SOUTHWEST
Jack K. Talley—VP

TAMPA BAY AREA
Dennis W. Slavik—VP

TENNESSEE
Roger L. Price—VP

TEXAS
Larry J. Ybarra—VP

TUCSON/LAS VEGAS AREA
Lawrence A. Underwood—VP

WASHINGTON, D.C.
Edward L. McCarty—Pres.

GE Capital Fleet Services

3 Capital Drive
Eden Prairie, MN 55344
(612) 828-1000
FAX: (612) 828-1680
McCullagh: (313) 296-4200

Date Established		1949
	Cars	Trucks
U.S.	218,00	165,000
Canada	19,000	8,000
Europe	0	0

LeGRAND

ZAFIROVSKI

CULOTTA

KOLLS

WILKES

SMITH

MIESEN

JORDAN

GORMLEY

Officials

Teresa LeGrand
President
GE Capital
Fleet Services

Mike Zafirovski
Senior Vice President
Finance & Business
Development

Jim Culotta
President &
General Manager
McCullagh

Les Kolls
President &
General Manager
Canadian Fleet

Greg Wilkes
President &
General Manager
National Fleet

Ray Smith
Senior Vice President
National Fleet - Sales

Bob Miesen
Senior Vice President
National Fleet
Customer Service

Ed Jordan
Vice President - Services
National Fleet

Jerry Gormley
Senior Vice President &
General Manager
Commercial
Transportation
Services

Brock Austin
Senior Vice President
Legal Counsel

Jay Dinwoodie
Senior Vice President
Systems

A.J. Maijala
Vice President
New Sales

Gary Fragodt
Vice President
Truck Services

Bob Mayfield
Vice President
Customer Services
Western Region

Dave Maxfimic
Vice President
Customer Services
Central Region

Loren Rodvold
Vice President
Customer Services
Eastern Region

National Fleet Offices

Atlanta
1117 Perimeter Ctr. W.
Ste. E3C1
Atlanta, GA 30338-5426
(404) 604-6629

Baltimore/Wash. D.C.
135 E. Main St., #305
Westminster, MD 21157
(301) 876-4703

Chicago
2015 Spring Road
Ste. 295
Oak Brook, IL 60525
(708) 573-3131

Cleveland
16600 Sprague Road
Ste. 350
Cleveland, OH 44130
(216) 826-4001

Houston
14407 Cornerstone Village
Drive, Ste. 116
Houston, TX 77014
(713) 586-7522

Los Angeles
18818 Teller Ave., Ste. 200
Irvine, CA 92715
(714) 752-8899

Minneapolis
3 Capital Drive
Eden Prairie, MN 55344
(612) 828-1000

New England
42 Juniper Lane
Newton, MA 02159
(617) 244-4447

Salem
68 Stiles Road
Salem, NH 03079
(603) 890-3520

San Francisco
1340 Treat Blvd., Ste. 200
Walnut Creek, CA 94596
(510) 256-2570

Tri-State Area
Atrium II
3000 Atrium Way, #233
Mt. Laurel, NJ 08054
(609) 273-6933

321 Luhmann Drive
New Milford, NJ 07646
(201) 262-3160

GE Capital
Fleet Services
Canadian Fleet

1595 16th Ave., Ste. 600
Richmond Hill, Ontario
L4B 3P1
(416) 223-0499

Calgary
100 4th Ave. S.W.
307 Centre Four
Calgary, Alberta T2P 3N2
(403) 266-5758

Halifax
Keltic Leasing Corp.
1809 Barrington St.
Ste. 900
Halifax, Nova Scotia
B3J 3K8
(902) 423-6292

Montreal
2425 Pitfield Blvd.
Saint Laurent
Quebec H4S 1W8
(514) 333-2702

Ottawa
155 Queen St.
Heritage Place, Ste. 900
Ottawa, Ontario K1P 6L1
(613) 786-3150

Toronto
1595 16th Ave., Ste. 600
Richmond Hill, Ontario
L4B 3P1
(416) 223-0499

Vancouver
4585 Canada Way
Ste. 218
Burnaby
British Columbia
V5G 4L6
(604) 299-0282

Winnipeg
326 Broadway Ave.
5th Floor
Winnipeg, Manitoba
R3C 0S5
(204) 947-9257

Lease Plan International

(Lease Plan U.S.A., Inc.)

180 Interstate North
Atlanta, GA 30339
(404) 933-9090
FAX: (404) 933-9091

Date Established		1963
	Cars	Trucks
U.S.	28,500	15,200
Canada	0	0
Europe	162,000	26,000

Officials

Donald F. Kreft
President/CEO

David G. Dahm
Vice President Finance

David T. Bush
Vice President Systems

KREFT

FLEET LEASING DIVISION

180 Interstate North
Ste. 400
Atlanta, GA 30339
(404) 933-9090
FAX: (404) 933-9091

Robert G. Piot
Senior Vice President

Richard A. Martin
Vice President
National Accounts

Richard E. Hanson
Vice President
Operations

D. Michael Wirt
Director, Client Services

David Chimenti
Manager, Fleet Mgmt.

John B. Rancourt
Manager, Vehicle
Remarketing

PIOT

MARTIN

HANSON

WIRT

Southeast Region
Paul D. Casler
180 Interstate North
Ste. 400
Atlanta, GA 30339
(404) 933-9090
FAX: (404) 933-9091

Northeast Region
Steve Kantor
1 Bridge Plaza, Ste. 400
Fort Lee, NJ 07024
(201) 592-5008
FAX: (201) 346-6008

John A. Lovato
23 Whispering Pines Drive
Lincroft, NJ 07738
(201) 741-3439
FAX: (201) 741-3524

Great Lakes Region
Richard A. Martin
29299 Center Ridge Road
Ste. 1-J
Westlake, OH 44145
(216) 899-2182
FAX: (216) 835-0564

Midwest Region
Robert D. Kiessling
1821 Walden Office Square
Ste. 328
Schaumburg, IL 60173-4273
(708) 397-8003
FAX: (708) 397-8004

Southwest Region
William R. Rippetoe
Route 4, Box 430
Alvarado, TX 76009
(817) 783-8340
FAX: (817) 783-8340

Western Region
Richard A. Pipenhagen
43537 Ridge Park Drive
Ste. 102
Temecula, CA 92590
(714) 676-6070
FAX: (714) 676-1940

TRUCK LEASING DIVISION

Headquarters/Southeast Region
180 Interstate North
Ste. 400
Atlanta, GA 30339
(404) 933-9090
FAX: (404) 933-9091

John M. Jaje
Senior Vice President

Alexis F. Donghi
Vice President

Midwest Region
Thomas W. Kelly
Vice President
1821 Walden Office Square
Ste. 326
Schaumburg, IL 60173-4273
(708) 397-8003
FAX: (708) 397-8004

Eastern Region
Robert T. Smith
Vice President
The Bank Tower
307 Fourth Ave.
Pittsburgh, PA 15222
(412) 232-3510
FAX: (412) 232-3511

JAJE

KELLY

MUNICIPAL/ EQUIPMENT DIVISION

Headquarters/ Southeast Region
180 Interstate North
Ste. 400
Atlanta, GA 30339
(404) 933-9090
FAX: (404) 933-9091

Bill G. Fite
Senior Vice President

James P. Blalock
Vice President

Peter R. Hemingway
Vice President

FITE

INTERNATIONAL OFFICES

Lease Plan Holding N.V.
International Headquarters
Wisselweg 31
1314 CB Almere-Stad
The Netherlands
31-3240-93911
FAX: 31-3240-93479

Anton C. Goudsmit
Chairman

Hubert van der Meulen
Vice Chairman

Frits Kuiper
Director

Hugo Levecke
Director

International Coordination Office:
Excelsiorlaan 8
1930 Zaventum
Belgium
Mr. Jan Boukaert, Coordinator
32-2-722-1982
FAX: 32-2-722-1989

AUSTRALIA
Lease Plan Australia Ltd.
574 St. Kilda Road, 8th Floor
Melbourne, Victoria 3004
Australia
Ray Baxter, Managing Dir.
61-3-5212044
FAX: 61-3-5212161
Branch Offices: East Sydney, New South Wales, Keswick, South Australia, Fortitude Valley, Queensland, Claremont, Western Australia

AUSTRIA
Lease Plan Leasing Gesellschaft mbH
Mittersteig 13
1042 Vienna
Austria
Richard Schwab, Managing Dir.
43-222-58989
FAX: 43-222-5870875

BELGIUM
Lease Plan Belgium N.V.
Excelsiorlaan 8
1930 Zaventum
Belgium
Eric Loetens, Managing Dir.
32-2-722-6211
FAX: 32-2-722-6283
Branch Offices: Antwerp, Deerlijk, Herstal

FRANCE
Lease Plan France S.A.
74, rue du Colonel de Rochebrune
92380 Garches
France
Jean Lagrange, Managing Dir.
31-1-47959595
FAX: 31-1-47415057
Branch Offices: Strasbourg, Lille, Aix en Provence Cedex, Champs sur Marne

GERMANY
Lease Plan Beteiligungs-und Leasinggesellschaft mbH
Hellersbergstrasse 10a
4040 Neuss 1
Germany
Wolfgang Reinhold, Managing Dir.
49-2101-13200
FAX: 49-2101-132103
Branch Offices: Liederbach, Hamburg, Kirchheim/Teck

ITALY
Lease Plan Italia S.p.A.
Corso Magenta, 85
20123 Milan
Italy
Claudio de Tuoni, Managing Dir.
39-2-48013096
FAX: 39-2-48013093

LUXEMBOURG
Lease Plan Luxembourg S.A.
13, rue Robert Stumper
2557 Luxembourg/Gasperich
Luxembourg
Jean-Marc Vertroost, Managing Dir.
352-404411
FAX: 352-404415

THE NETHERLANDS
Lease Plan Nederland N.V.
Wisselweg 31
1314 CB Almere-Stad
The Netherlands
Freddy Hollander, Managing Dir.
31-3240-93933
FAX: 31-3240-93323

NORWAY
Lease Plan A/S
Gladengveien 14
Oslo 6
Norway
Odd Ljosland, Managing Dir.
47-2-680580
FAX: 47-2-684280

SPAIN
Lease Plan Espana S.A.
Autopista Aeropuerto de Barajas
Km. 13 (Soto Hidalgo, 1)
28042 Madrid
Spain
Jose Criado-Perez, Managing Dir.
34-1-3293068
FAX: 34-1-3293497
Branch Office: Barcelona

SWITZERLAND
Lease Plan Schweiz AG
Grindlenstrasse 3
8954 Geroldswil
Switzerland
Niklaus Boll, Managing Dir.
41-1-7484800
FAX: 41-1-7481030
Branch Office: Geneva

UNITED KINGDOM
Lease Plan U.K. Limited
Thames Side
Windsor, Berkshire SL4 1TY
United Kingdom
Colin Grant-Wilson, Managing Dir.
44-7538-68268
FAX: 44-7538-41060
Branch Offices: West Drayton, Middlesex, Salford, Manchester

Leaseway of Puerto Rico, Inc.

P.O. Box 11311
Caparra Heights Stn.
San Juan, PR 00922
(809) 788-7272
FAX: (809) 788-3499

Date Established	April 1965	
	Cars	Trucks
U.S.	3,000+	500+

Officials

Jesus Martin
President

Jesus M. Torres
Vice President
Daily Rental

Jose F. Vargas
Finance Lease Sales
Director

Leasing Associates

3101 Smith St.
Houston TX 77006
(713) 522-9771
FAX: (713) 528-1259

GILLESPIE

NACHMAN

Date Established	1958	
	Cars	Trucks
U.S.	9,000	3,500

Officials

George O. Gillespie
Chairman

Michael Nachman
President

L.W. (Larry) Sawyer
Senior Vice President

Walt Sullivan
Vice President
Purchasing & Used Cars

EASTERN REGION

42-11 Northern Blvd.
Long Island City, NY 11101
(718) 937-7500

275 Broad Hollow Road
Melville, NY 11747
(516) 420-0025

145 Rosemary St.
Needham Heights, MA 02194
(617) 444-5000

790 E. Broward Blvd., Ste. 301
Ft. Lauderdale, FL 33301
(305) 522-8500

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3101 Smith St.
Houston, TX 77006
(713) 522-9771

6600 LBJ Fwy. #185
Dallas, TX 75240
(214) 490-7755

3100 North A, Bldg. D
Midland, TX 79701
(915) 684-6664

609 Castle Ridge Road, Ste. 319
Austin, TX 78746
(512) 329-9009

WESTERN REGION

10700 Beaverton Hillsdale Hwy.
Ste. 215
Beaverton, OR 97005
(503) 644-3333

8635 Florence Ave., Ste. 203
Downey, CA 90240
(310) 862-7604

Motorlease Corp.

1506 New Britain Ave.
Farmington, CT 06034
(203) 677-9711
FAX: (203) 674-8677

D. LEARY

J. LEARY

FORADORI

FERRARESSO

Date Established	1946	
	Cars	Trucks
U.S.	4,000	0

Officials

Daniel A. Leary, Jr.
Chairman

John M. Leary
President

Elisabeth L. Foradori
Vice President/Treasurer

Robert Ferraresso
Vice President

McCullagh

A Unit of GE Capital Fleet Services

30803 Little Mack Ave.
Roseville, MI 48066
1-800-521-7850
(313) 296-4200
FAX: (313) 296-4360

Date Established		1949
	Cars	Trucks
U.S.	54,000	36,000

Officials

Jim Culotta
President

Paul Allmacher
VP, Major Accounts

John Blessing
VP, Sales-East

Jeff Iverson
VP, Sales-West

Bob Mazzola
VP, Management Services

Pat Morley
Senior VP, Finance

Chet Ozeck
VP, Risk Administration

John Polk
VP, Marketing & Customer Service

Mike Saxton
VP, Operations

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2880 Dresden Drive
Atlanta, GA 30341
(404) 457-2800

BALTIMORE
6905-D Oakland Hills Road
Columbia, MD 21045
(301) 290-9311

BIRMINGHAM
300 Vestavia Pkwy., Ste. 2300
Birmingham, AL 35216
(205) 991-4285

BOSTON
945 Concord
Framingham, MA 01701
(508) 875-3866

CHARLOTTE
3726 Latrobe Drive, Ste. 107
Charlotte, NC 28211
(704) 365-0271

CHICAGO
745 S. Route #53
Addison, IL 60101
(708) 628-3900

CLEVELAND
16600 Sprague, Ste. 350
Middleburg Hts., OH 44130
(216) 243-7520

DALLAS
15051 Beltwood Pkwy. E.
Dallas, TX 75244
(214) 387-2153

DENVER
3900 E. Mexico Ave.
Ste. 510
Denver, CO 80210
(303) 753-2230

DETROIT
30803 Little Mack Ave.
Roseville, MI 48066
(313) 296-4200

FARMINGDALE GUARDSMAN
80 Sherwood Ave.
Farmingdale, NY 11735
(516) 293-1000

HARTFORD
24 Jeffrey Drive
S. Windsor, CT 06074
(203) 569-3900

HOUSTON
7100 Regency Sq. Blvd.
Ste. 241
Houston, TX 77036
(713) 978-4454

KANSAS CITY
10550 Barkley, Ste. 202
Overland Park, KS 66212
(913) 967-6280

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Anaheim, CA 92805
(714) 956-8910

CULOTTA

ALLMACHER

BLESSING

IVERSON

MAZZOLA

MORLEY

OZECK

POLK

SAXTON

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(305) 381-9550

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Burnsville, MN 55337
(612) 882-0600

NEW JERSEY
55 Harristown Road
Glen Rock, NJ 07452
(201) 612-9393

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New York, NY 10011
(212) 366-6800

ORLANDO
7170 E. Colonial Drive
Orlando, FL 32802
(407) 382-4620

PHILADELPHIA
Eagle Industrial Park
Route 100 &
Township Line Road E.
P.O. Box 267
Eagle, PA 19480
(215) 458-1200

PITTSBURGH
121 Freeport Road
Pittsburgh, PA 15238
(412) 826-8200

PORTLAND
9020 S.W. Washington Sq. Dr.
Ste. 500
Tigard, OR 97223
(503) 526-7190

SAN FRANCISCO
1133 Chess Drive
Foster City, CA 94404
(415) 358-0778

SEATTLE
415 Baker Blvd., Ste. 110
Seattle, WA 98188
(206) 431-8332

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1101 Edge Water Point
Lake St. Louis, MO 63367
(800) 999-8290

NationsBanc Leasing Corp.

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2059 Northlake Pkwy.
Tucker, GA 30084
(404) 491-4200
FAX: (404) 491-4326

PIERSON

KELL

MICHELS

Date Established	1991	
	Cars	Trucks
U.S.	14,000	4,800

Officials

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Chairman of the Board

J. William Kell
President

Stephen P. Michels
Senior Vice President
General Sales Manager

Jeffry A. Ross
Assistant Vice President
Fleet Operations Manager

Donald T. Corfield
Operations Officer
Purchasing

Wallace W. Michaelism
Operations Officer
Used Vehicles

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3 Gateway Center, Ste. 300
Pittsburgh, PA 15222
(412) 462-7700

901 W. Trade St., GTW 6-12
Charlotte, NC 28255-0075
(704) 536-5999

600 E. Main St., 12th Floor
Main Street Center
Richmond, VA 23219
(804) 344-1000

6610 Rockledge Drive
4th Floor
Bethesda, MD 20817
(301) 493-7258

8170 Corporate Park Drive
Ste. 141
Cincinnati, OH 45242
(513) 530-5420

2625 Butterfield Road
Ste. 300C
Oak Brook, IL 60521
(708) 571-9090

1 Commerce Place M-6
Nashville, TN 37219
(615) 749-4773

2059 Northlake Pkwy.
2nd Floor North
Tucker, GA 30084
(404) 491-4200

1500 Quail St., Ste. 510
Newport Beach, CA 92660
(714) 476-2844

3530 Wilshire Blvd.
Los Angeles, CA 90010-2386
(213) 382-1456

177 Bovet Road, Ste. 600
San Mateo, CA 94402
(415) 341-2189

901 Main St.
Dallas, TX 75283-1000
(214) 508-0513

197 Route 18, Ste. 3000
E. Brunswick, NJ 08816
(908) 214-2676

9393 W. 110th St., Ste. 500
Overland Park, KS 66210
(913) 451-6737

701 W. Cypress Road
Ft. Lauderdale, FL 33309
(305) 776-8037

1301 Park St., Dept. 160
Columbia, SC 29222
(803) 765-8660

1715 N. Westshore Blvd.
Ste. 190
Tampa, FL 33607
(813) 289-4801

The Ironstone Bldg. "B-11"
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(609) 520-7955

Penske Truck Leasing Co.

Route 10 Green Hills
P.O. Box 563
Reading, PA 19603-0563
(215) 775-6000
FAX: (215) 775-6379

PENSKE

Date Established	1982	
	Cars	Trucks
U.S.	0	56,000

Officials

Roger S. Penske
Chairman &
Chief Executive Officer

Brian Hard
President &
Chief Operating Officer

Robert F. Carter
Senior Vice President
Personnel

Vincent W. Hartnett
Senior Vice President
Administration

James Molinaro
Senior Vice President
Sales

Frank Cocouzza
Senior Vice President
Finance

Peter Weeks
Senior Vice President
Operations

Kenneth Coots
Senior Vice President
Operations

Frank Mileto
Senior Vice President
Operations

John Crockett
Senior Vice President
Operations

PHH Vehicle Management Services

PHH FleetAmerica

307 International Circle
Hunt Valley, MD 21030
(410) 771-1900
FAX: (410) 771-2530

ADLER

MADELEY

NOONAN

ANDREWS

GOOLKASIAN

PUDIFIN

Date Established	**March 1946**
Worldwide Vehicles	**465,000**

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President

J. Douglas Madeley
Senior Vice President
Fleet Services

W. James Noonan
Senior Vice President
Strategic Marketing

Tommy L. Andrews
Senior Vice President
Diversified Services

Gregory A. Goolkasian
Senior Vice President
Client Services

Sandra I. Pudifin
Senior Vice President
Total Quality

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Marietta, GA 30067
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BALTIMORE
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Hunt Valley, MD 21030
(410) 771-2371

BOSTON
1 New England Exec. Park
Burlington, MA 01803
(617) 272-8410

BRIDGEPORT
7 Trap Falls Road
Shelton, CT 06484
(203) 925-4512

CHICAGO
2221 Camden Court
Oak Brook, IL 60521
(708) 571-5150

DALLAS
400 E. Las Colinas Blvd.
Ste. 300
Irving, TX 75039
(214) 506-8991

DISTRICT OF COLUMBIA
One Flint Hill
10530 Rosehaven St., Ste. 440
Fairfax, VA 22030
(703) 385-1200

HOUSTON
12600 Northborough Drive
Ste. 280
Houston, TX 77067
(713) 873-8000

LOS ANGELES
3333 Michelson Drive
Ste. 340
Irvine, CA 92715
(714) 756-8208

NEW YORK
1775 Broadway, Ste. 533
New York, NY 10019
(212) 977-3300

PHILADELPHIA
One Cherry Hill, Ste. 205
Cherry Hill, NJ 08002
(215) 492-9220

SAN FRANCISCO
1650 Old Bayshore Hwy.
Ste. C
Burlingame, CA 94010
(415) 692-8514

NTS

6100 Western Place
Fort Worth, TX 76107
(800) 433-2502
FAX: (817) 735-5532

Officials

Mark T. Creighton
President

Craig E. Cina
Vice President
Sales & Marketing

CREIGHTON

CINA

PHH Canada

350 Burnhamthorpe Road W.
Suite 900
Mississauga, Ontario L5B 3P9
(416) 270-8250
FAX: (416) 896-6322

Officials

Brian A. Hunt
President

Charles R. Stewart
Vice President
Card Services

Lori E. Brown
Vice President
Operations

R. Michael Goddard
Vice President
Client Services

Robert Piazzon
Vice President
Asset Management

James W. Maxwell
Vice President
Finance

David P. Shaw
Vice President
Info. Technology Services

John P. White
Manager, Eastern Region

David M. Graham
Manager, Western Region

BRANCH OFFICES

CALGARY
Sun Life Plaza II
140 4th Ave. S.W.
Suite 2020
Calgary, Alberta T2P 3N3
(403) 262-8980

HALIFAX
Metropolitan Centre
99 Wyse Road, Ste. 350
Dartmouth, Nova Scotia B3A 1L9
(902) 461-7442

MONTREAL
1001 de Maisonneuve Ouest
Suite 210
Montreal, Quebec H3A 3C8
(514) 849-8191

VANCOUVER
Harbour Centre
555 W. Hastings St.
Suite 990
Vancouver, British Columbia
V6B 4N6
(604) 681-5426

HUNT

PHH Europe

Windmill Hill, Whitehill Way
Swindon, Wiltshire
England SN5 9YT
(011-44) 793-887000
FAX: (011-44) 793-886688

Officials

Joachim F. Diedrich
Senior Vice President
International Operations

John D. Cullum
President

DIEDRICH

CULLUM

Trans-National Leasing, Inc.

4455 Alpha Road
Dallas, TX 75244
Mail: P.O. Box 802615
Dallas, TX 75380
(214) 233-6806
FAX: (214) 991-5465

L. MAHER

J. MAHER

HOFF

MANN

Date Established	1951	
	Cars	Trucks
U.S.	4,000	4,200

Officials

Louis J. Maher
Chairman

John P. Maher
President

Otto Hoff
Executive Vice President

Joel N. Mann
Vice President

Billy Cooper
Regional Sales Manager
(Houston)

REGIONAL OFFICES

4455 Alpha Road
Dallas, TX 75244
(214) 233-6806
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(415) 572-2000
FAX: (415) 572-2205

Date Established		1964
	Cars	Trucks
U.S.	68,000	30,000
Canada	700	300
Europe	19,000	2,000

WARD

SOLLENNE

SERGEEFF

BROWN

CARNEY

FLANAGAN

McCLEARY

JOHNSON

RIVAS

HARPER

Officials

Robert W. Ward
President

Peter R. Sollenne
Senior Vice President
Sales, Marketing and
Customer Service

Walter Sergeeff
Senior Vice President
Operations

R. Bruce Brown
Vice President
Eastern Region

Jim Carney
Regional Vice President
Central Region

Mike Flanagan
Regional Vice President
Eastern Region

Don McCleary
Regional Vice President
Western Region

Norm Johnson
Vice President
Customer Service -
Middle Market

Gloria Rivas
Vice President
Customer Service -
National Accounts

Bob Harper
Director of Marketing

REGIONAL OFFICES

WESTERN REGION
San Francisco
Don McCleary
Regional Vice President
2 Waters Park Drive
San Mateo, CA 94403
(415) 572-2000
FAX: (415) 572-2288

Los Angeles
1126 N. Brookhurst, Ste. 101
Anaheim, CA 92801
(714) 772-9830
FAX: (714) 520-5384

CENTRAL REGION
Chicago
Jim Carney
Regional Vice President
1701 E. Woodfield Road
Ste. 710
Schaumburg, IL 60173
(708) 517-4100
FAX: (708) 517-4110

Cleveland Branch Office
5755 Granger Road, Ste. 325
Independence, OH 44131
(216) 749-8600
FAX: (216) 749-8608

Dallas Branch Office
14901 Quorum Drive
Ste. 525
Dallas, TX 75240-6733
(214) 239-8798
FAX: (214) 490-6280

Houston Branch Office
525 Beltway 8, Ste. 440
Houston, TX 77060-4098
(713) 820-1630
FAX: (713) 820-6732

Michigan Branch Office
7772 Athlone Drive
Brighton, MI 48116
(313) 231-3100
FAX: (313) 231-3544

Minneapolis Branch Office
2095 Timmy St.
Mendota Heights, MN 55120
(612) 687-9217
FAX: (612) 687-0800

EASTERN REGION
New York
Mike Flanagan
Regional Vice President
707 Westchester Ave.
Ste. 307
White Plains, NY 10604
(914) 683-0300
FAX: (914) 683-0940

Atlanta Branch Office
1355 Terrell Mill Road
Bldg. 1470-200
Marietta, GA 30067
(404) 952-3524
FAX: (404) 955-3297

Baltimore Branch Office
8501 LaSalle Road, Ste. 210
Towson, MD 21204
(301) 296-0250
FAX: (301) 296-0253

Boston Branch Office
R. Bruce Brown
Vice President
Eastern Region
400 Crown Colony Drive
Quincy, MA 02169
(617) 786-7900
FAX: (617) 786-7999

Philadelphia Branch Office
3 Neshaminy Interplex
Trevose, PA 19074
(215) 638-7606
FAX: (215) 638-7619

Wheels, Inc.

666 Garland Place
Des Plaines, IL 60016
(708) 699-7000
FAX: (708) 699-4047

Date Established		1939
	Cars	Trucks
U.S.	95,776	37,493
Canada	253	0
Europe	0	0

FRANK

PEARSON

LESS

LaLIBERTY

PERI

CHRISTIAN

EGAN

PALMER

HEINRICH

LEWKOWICZ

Officials

Jim Frank
President

Ford Pearson
Executive Vice President

Ted Less
Senior Vice President

Dennis LaLiberty
Vice President
Marketing

Sal Peri
Senior Vice President

Mike Christian
Vice President, Sales

Peter Egan
Vice President, Sales

Larry Palmer
Vice President
Vehicle Remarketing

Richard Heinrich
Vice President, MIS

Morrie Lewkowicz
Vice President
Fleet Management Services

Jeffrey L. Burns
Assistant Vice President
Cellular Sales & Marketing

World Omni Leasing, Inc. Commercial Division

800 Fairway Drive
Deerfield Beach
FL 33441
Mail: P.O. Box 8486
Ft. Lauderdale
FL 33310
(305) 360-4800
FAX: (305) 360-4821

Date Established		Jan. 1981
	Cars	Trucks
U.S.	21,350	8,550

CATALANO

PARISH

SHOPE

Officials

Norman J. Catalano
Vice President

Edward R. Parish
National Manager

William J. Shope
Finance Manager

Terry Boyd
Vehicle Remarketing Manager

Nancy Dunlop
Operations Manager

Scott A. Kramer
Credit Manager

REGIONAL OFFICES

SOUTHEAST
Ken Wambold
Regional Manager
3901 Roswell Road, Ste. 200
Marietta, GA 30062
(404) 509-8418
FAX: (404) 509-8616

SOUTHWEST
Jim Lamperis
Regional Manager
Bruce Layman
Regional Manager
27001 La Paz Road, Ste. 300
Mission Viejo, CA 92691
(714) 454-8012
FAX: (714) 454-8014

WESTERN
Dave Fisher
Regional Manager
19925 Stevens Creek Blvd.
Ste. 119
Cupertino, CA 95014
(408) 255-8560
FAX: (408) 255-8604

NORTHEAST
Jerry Quiriconi
Regional Manager
Jim Mandato
Regional Manager
2 Research Drive, Ste. 208
Stratford, CT 06497
(203) 386-0868
FAX: (203) 377-3453

FLORIDA
Bill Fazioli
Regional Manager
14502 N. Dale Mabry
Ste. 200
Tampa, FL 33618
(813) 960-4730
FAX: (813) 960-3743

MIDWEST
Bill Russell
Regional Manager
20 S. Gratiot Ave.
Ste. 45
Mt. Clemens, MI 48043
(313) 954-9790
FAX: (313) 954-9799

Nissan Motor Acceptance Corp.

990 W. 190th St.
Torrance, CA 90502-1019
Mail: P.O. Box 2870
Torrance, CA 90509-2870
(310) 719-8000
FAX: (310) 324-2542

MATSUMURA

Officials

Michael Matsumura
President

C.W. Thaxton
Vice President

Randy Brown
Corporate Manager
Commercial Credit

Toyota Motor Credit Corp.

1515 W. 190th St.
P.O. Box 2958
Torrance, CA 90509-2958
(310) 715-3700
FAX: (800) 421-3568

Officials

Yukiyasu Togo
President

Takafumi Murai
Senior Vice President
& Treasurer

Jerry Depew
Corporate Dealer
Relations Manager

Yale Gieszl
Senior Vice President
& Secretary

Robert Pitts
Vice President
& General Manager

Bob Allen
Corporate Operations
Manager

Jim Aust
Marketing & Finance
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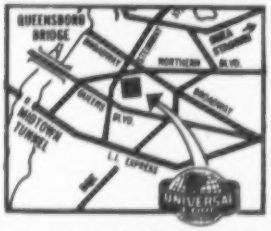

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(216) 349-4440
FAX: (216) 349-1276

HONS

SCHIERING

Date Established		**1984**
U.S. Fleet	**Cars**	**12,000**
	Trucks	**0**
Worldwide Fleet		**12,000**
U.S. Locations		**175**
1991 Revenue		**$86 million**

Officials

Norton W. Rose
Chairman of the Board

Craig E. Hons
President & CEO

Donald Bersacola
Executive Vice President
& General Manager

James L. Schiering
Executive Vice President

Patricia M. Luzier
Vice President-Human
Resources

Agency Rent-A-Car

30000 Aurora Road
Solon, OH 44139
(216) 349-1000
FAX: (216) 349-1000 ext. 4414

FRANKINO

HOLT

ZACKAROFF

REAGAN

Date Established		**Feb. 1969**
U.S. Fleet	**Cars**	**39,000**
	Trucks	**0**
Worldwide Fleet		**42,000**
U.S. Locations		**710**
1991 Revenue		**$268.7 million**

Officials

Sam J. Frankino
Chairman of the Board
Chief Executive Officer

Terry W. Holt
President

Peter T. Zackaroff
Executive Vice President

Kelly W. Reagan
Vice President, Fleet

Robert J. Bronchetti
Chief Financial Officer

Paul F. Rochon
Senior Vice President

James D. Vance
Regional Vice President

Edward A. Burkhart
Regional Vice President

Alamo Rent A Car

110 S.E. Sixth St.
Ft. Lauderdale, FL 33301
(305) 522-0000
FAX: (305) 527-6589

EGAN

PLATT

CLARK

THOMPSON

Date Established		**1974**
U.S. Fleet	**Cars**	**127,000**
	Trucks	**0**
Worldwide Fleet		**127,000**
U.S. Locations		**100**
1991 Revenue		**$740 million**

Officials

Michael S. Egan
Chairman & CEO

Charles D. Platt
President & COO

Macdonald Clark
Executive Vice President

J.P. Thompson, Jr.
Senior Vice President
Product Management

American International Rent A Car Corp./ANSA

1 Harborside Drive
Boston, MA 02128
(617) 561-1000
FAX: (617) 561-1172

Date Established		**1987**
U.S. Fleet	**Cars**	**21,000**
	Trucks	
Worldwide Fleet		**76,000**
U.S. Locations		**70**
1991 Revenue		**N/A**

YEBBA

PRIOR

BUONOPANE

CUNHA

Officials

Nicholas Yebba
President & CEO

John J. Prior
Senior Vice President

Nancy J. Buonopane
Vice President

Bob Cunha
Vice President
Francnise Sales

Avis, Inc.

900 Old Country Road
Garden City, NY 11530
(516) 222-3000
FAX: (516) 222-4381

Date Established		**Dec. 1946**
U.S. Fleet	**Cars**	**130,000**
	Trucks	**2,000-2,500**
Worldwide Fleet		**400,000**
U.S. Locations		**1,400**
1991 Revenue		**$1.2 billion**

VITTORIA

Officials

Joseph V. Vittoria
Chairman & CEO

Robert Salerno
Senior Vice President
& General Manager

John Forsythe
Vice President-Operations
U.S. Rent A Car

Martin Elkin
Vice President
Licensee Relations
& Fleet Purchasing

Budget Rent A Car Corporation

200 N. Michigan Ave.
Chicago, IL 60601
(312) 580-5000
FAX: (312) 726-0039

Date Established		**1960**
U.S. Fleet	**Cars**	**133,700**
	Trucks	**13,200**
Worldwide Fleet		**240,000**
U.S. Locations		**1,384**
1991 Revenue		**$1.088 billion**

HALEY

PLAMONDON

LUCKWALDT

McSHEA

HAWKES

Officials

Clifton E. Haley
Chairman, CEO &
President

William N. Plamondon
Executive Vice President
& General Manager
North American Group

Herbert V. Luckwaldt
Senior Vice President
Corporate Vehicle Rental
Group

Kevin M. McShea
Senior Vice President & CFO

Thomas R. Hawkes
Senior Vice President
Licensee Vehicle
Rental Group

James Sweeney
Assistant Vice President
Fleet Operations

Enterprise Rent-A-Car

8850 Ladue Road
St. Louis, MO 63124
(314) 863-7000
FAX: (314) 863-7621

Date Established		**1961**
U.S. Fleet	**Cars**	**116,000**
	Trucks	**3,000**
Worldwide Fleet		**119,000**
U.S. Locations		**1,300**
1991 Revenue		**N/A**

A. TAYLOR

BROWN

KNAUP

ROSS

KAUFMANN

WILLEY

BOLDA

KIRCHHOEFER

MILLER

MONTGOMERY

Officials

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Douglas S. Brown
Executive Vice President

Warren C. Knaup
Senior Vice President
Chief Financial Officer

Donald L. Ross
Senior Vice President
Operations

Wayne C. Kaufmann
Senior Vice President
Rentals

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Vice President
Operations

Paul A. Bolda
Vice President
Operations

Daniel J. Kirchhoefer
Asst. Vice President
Service

Mark S. Miller
Vice President
Operations

Johnny L. Montgomery
Vice President
Used Cars

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BALTIMORE
Kevin J. Molitor—VP

BIRMINGHAM/GULF COAST
Bruce L. McKee—VP

BOSTON
Stanley M. Mann—VP

CHICAGO
Robert J. Klaskin—Pres.

DALLAS/FORT WORTH
John E. Grimes—Pres.

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Edwin J. Forbush—VP

DETROIT
Michael J. Kane—VP

HARTFORD/SPRINGFIELD
Brett A. Nann—VP

HOUSTON
John L. Ebeling—Pres.

INDIANAPOLIS
Jeffery M. Brummett—VP

JACKSONVILLE
Montie E. Dowling—VP

KANSAS CITY
Bruce W. Kruenegel—VP

LOUISVILLE
Tyler S. Denson—VP

MICHIGAN MULTI-CITIES
John D. Zaworski—VP

MID PENNSYLVANIA
Thomas M. Tobin—VP

MILWAUKEE
James R. Loomer—VP

MINNEAPOLIS
Patricia A. Kleinman—VP

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Kevin M. Whelan—VP

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Lanny R. Dacus—Pres.

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Richard F. Rush—Pres.

NORTHEASTERN OHIO
Kevin C. Keene—VP

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Lucian C. Galloway—VP

PHOENIX
Thomas F. McKinley—VP

PITTSBURGH
Timothy E. Nettles—VP

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Kevin M. Neary—VP

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Stephen S. Adams—VP

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Steven M. Wool—VP

SAN FRANCISCO/BAY AREA
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SOUTH FLORIDA
George Diaz—VP

SOUTHERN CALIFORNIA
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Ira M. Robb—Exec. VP

SOUTHWEST
Jack K. Talley—VP

SOUTHWESTERN OHIO
Richard G. Allen—VP

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Dennis W. Slavik—VP

TEXAS
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WASHINGTON, D.C.
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SILICATO

MONACO

MARTIN

Date Established		**1971**
U.S. Fleet	**Cars**	**18,000**
	Trucks	**0**
Worldwide Fleet		**18,000**
U.S. Locations		**60+**
1991 Revenue		**N/A**

Officials

F. Paul Silicato
President
Chief Executive Officer

V. William Monaco
Executive Vice President
Chief Operating Officer

Thomas F. Martin
Vice President, Fleet

Gordon L. Downing
Vice President
Sales & Marketing

DOWNING

Hertz

Hertz Rent A Car Division
225 Brae Blvd.
Park Ridge, NJ 07656
(201) 307-2000
FAX: (201) 307-2644

OLSON

KOCH

SEAMAN

Date Established		**1918**
U.S. Fleet	**Cars**	**230,000**
	Trucks	**0**
Worldwide Fleet		**420,000**
U.S. Locations		**1,500**
1991 Revenue		**$2.6 billion**

Officials

Frank A. Olson
Chairman & CEO
Hertz

Craig R. Koch
Executive Vice President
and President
North American Rent A Car

Brian J. Kennedy
Executive Vice President
Marketing and Sales

Walter Seaman
Division Vice President
Fleet, Maintenance &
Car Sales Operations

James N. Custer
Director, Maintenance

Mark Heminway
Director, Fleet Operations

National Car Rental System, Inc.

7700 France Ave. S.
Minneapolis, MN 55435
(612) 830-2121
FAX: (612) 830-2548

MURPHY

McKENNA

Date Established		**1947**
U.S. Fleet	**Cars**	**125,000**
	Trucks	**0**
Worldwide Fleet		**270,000**
U.S. Locations		**1,000**
1991 Revenue		**N/A**

Officials

Thomas N. Murphy
Chairman

Robert J. McKenna
President & COO

Larry D. Solberg
Executive Vice President & CFO

Geoffrey E. H. Corbett
Executive Vice President
Sales & Marketing

Jeffrey T. Hendrickson
Executive VP, Operations

John L. Yurish
Executive Vice President

John D. Livingston
Chief Information Officer

Pentastar Transportation Group

Dollar Rent A Car Systems, Inc.

6141 W. Century Blvd.
Los Angeles, CA 90045
(310) 776-8100
FAX: (310) 641-0410

Date Established		**1966**
U.S. Fleet	**Cars**	**58,500**
	Trucks	**N/A**
Worldwide Fleet		**93,500**
U.S. Locations		**526**
1991 Revenue		**N/A**

Officials

Gary Paxton
President

Robert Mathes
VP Marketing

Rich Razee
VP Operations

Henning Luessmann
VP Mktg./Sales
European Locations

PAXTON

RAZEE

Regional Offices

Northeast Region
95 Route 17 S.
Ste. 109
Paramus, NJ 07652
(201) 587-9400

Midwest Region
4333 Trans World Road
Ste. 320
Schiller Park, IL 60176
(708) 671-6326

Western Region
6141 W. Century Blvd.
Los Angeles, CA 90045
(213) 776-8100

Snappy Car Rental

5330 E. 31st St.
P.O. Box 21018
Tulsa, OK 74121-1018
(918) 621-1100
FAX: (918) 621-1198

Date Established		**1973**
U.S. Fleet	**Cars**	**15,000**
	Trucks	**0**
Worldwide Fleet		**15,000**
U.S. Locations		**200**
1991 Revenue		**$90 million**

Officials

R.W. (Dick) Titterud
President

Jeff Johnston
Vice President
Corporate Operations

TITTERUD

Thrifty Rent-A-Car System, Inc.

5330 E. 31st St.
City Plaza Complex
Tulsa, OK 74135
(918) 665-3930
FAX: (918) 669-2213

Date Established		**1962**
U.S. Fleet	**Cars**	**36,261**
	Trucks	**671**
Worldwide Fleet		**52,000**
U.S. Locations		**433**
1991 Revenue		**$371 million**

PHILION

BONNER

DETERER

HILDEBRAND

ST. CLAIR

TAYLOR

Officials

James R. Philion
President
Thrifty Rent-A-Car System, Inc.

Tom Bonner
Vice President
U.S. Licensee Operations
Thrifty Rent-A-Car System, Inc.

E. John Deterer
Director, KAM Car Operations
Thrifty Rent-A-Car System, Inc.

Steve Hildebrand
Vice President, Treasurer
Thrifty Rent-A-Car System, Inc.

Lloyd St. Clair
Vice President
Thrifty Rent-A-Car System, Inc.

Kathryn Taylor
Vice President &
General Counsel
Thrifty Rent-A-Car System, Inc.

Rollins Truck Rental/Leasing

P.O. Box 1791
Wilmington, DE 19899
(800) RLC-CORP
FAX: (302) 479-3504

Date Established		**1965**
U.S. Fleet	**Cars**	**0**
	Trucks	**21,000**
Worldwide Fleet		**21,000**
U.S. Locations		**200**
1991 Revenue		**$345 million**

Officials

David F. Burr
President

Larry Brown
Executive Vice President

Allen H. Kemp
Vice President, National Sales

Neil L. Vonnahme
Vice President, Sales

Ryder System, Inc.

P.O. Box 020816
Miami, FL 33102-0816
3600 N.W. 82nd Ave.
Miami, FL 33166-0816
(305) 593-3627
FAX: (305) 593-4129

CAMPBELL

Date Established		**1933**
U.S. Fleet	**Cars**	**0**
	Trucks	**160,000**
Worldwide Fleet		**160,000**
U.S. Locations		**900**
1991 Revenue		**$5.1 billion (est.)**

Officials

M. Anthony Burns
CEO, President & Chairman of the Board

Dwight D. Denny
Executive Vice President & General Manager
Commercial Leasing and Services

C. Robert Campbell
Executive Vice President
Human Resources

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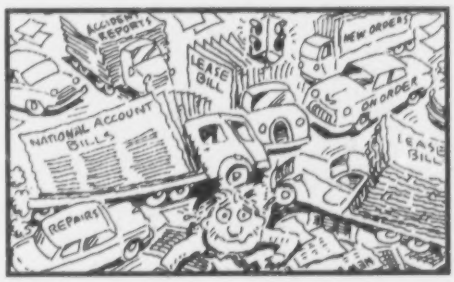

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U-Haul International, Inc.

2727 N. Central Ave.
Phoenix, AZ 85004
(800) 528-0361, in Arizona 263-6811
FAX: (602) 277-4329

Date Established		1945
U.S. Fleet	Cars	0
	Trucks	70,000
Worldwide Fleet		70,000
U.S. Locations		9,841
1991 Revenue		approx. $1 billion

Officials

E.J. "Joe" Shoen
President and
Chairman of the Board

Harry B. DeShong
Executive Vice President

Layton Baker
Vice President
Dealer Operations

DeSHONG

Value Rent-A-Car

2500 N. Military Trail, Ste. 300
Boca Raton, FL 33431
(407) 998-7200
FAX: (407) 998-2928

Date Established		February 1951
U.S. Fleet	Cars	21,000
	Trucks	0
Worldwide Fleet		21,000
U.S. Locations		39
1991 Revenue		$100 million

Officials

Kazuo Yoshida
President

Tatsuo Matsumoto
Senior Vice President
Finance & Administration

Jeffrey G. Davis
Senior Vice President
Operations

YOSHIDA

MATSUMOTO

DAVIS

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mazda HYUNDAI

FORD

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Outside PA 1(800)492-1701 IN PA 1(215)492-1700

67th and ESSINGTON AVE.
PHILA., PA. 19153

Circle 150 on Inquiry Card

VEHICLE REMARKETERS

Anglo American Auto Auctions

435 Metroplex Drive
Nashville, TN 37211
(615) 333-1400
FAX: (615) 832-9152
or 333-2891

Date Established	**1982**
No. of Auctions	**26**
No. of Cars Sold - 1991	**N/A**

RICHARDSON

MOORBY

REESE

HAAS

BUZZELL

McDEVITT

MAZUR

PONS

REIG

LALAIN

BARNES

NOVINCE

RUSSO

CHRISTOPHER

Officials

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President & Chief
Executive Officer

Tony Moorby
Executive Vice President

Larry C. Reese
Senior VP & Chief
Financial Officer

Howard G. Haas
Vice President
Administration

Jeffrey J. Lenar
VP & General Counsel

James R. Buzzell
Treasurer

Robert A. McDevitt
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Sales & Marketing

Lawrence D. Mazur
Director of Marketing
& Communications

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Director of Sales

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Director of Import
Manufacturer Sales

Robert Lalain
Director of Manufacturer
& Government Sales

Glenn Barnes
Reg. Director of
Sales - Southeast

Austin McBride
Reg. Director of
Sales - Northeast

Chuck Novince
Reg. Director of
Sales - Midwest

Mike Russo
Reg. Director of
Sales - West

Jim Thompson
Reg. Director of
Sales - Southwest

Hugh Christopher
Natl. Fleet/Lease
Operations Mgr.

Anglo American Management Services

435 Metroplex Drive
Nashville, TN 37211
(615) 333-1400
(708) 818-8901
FAX: (615) 333-3996

RAUSCHENBERG

KRESS

PERNA

WOMACK

Officials

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President

Thomas E. Kress
President of
AA Collateral
Recovery Inc.

Steve Perna
VP, Salvage Auction
Operations

Sid Womack
Director of Specialty Sales

AA Truck Services Inc. & First Team Auction

435 Metroplex Drive
Nashville, TN 37211
(615) 781-3213
FAX: (615) 831-3387

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JACKSON

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Manheim Auctions

1400 Lake Hearn Drive
Atlanta, GA 30319
(800) 777-2053
FAX: (404) 843-5232

Date Established	**Fall 1945**
No. of Auctions	**48**
No. of Cars Sold - 1991	**2 million**

YOUNG

CECCOLI

HARRISON

LYON

STOWER

STURGEON

FAZIO

DECKARD

MOUMOUSIS

KOLB

SIFFORD

CHRISTIAN

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Robert E. Gartin
Vice President
Chief Financial Officer

D.A. Harrison
Vice President
Operations, Region V

Leon L. Lyon
Vice President
Operations, Region III

R.W. Pohle
Vice President
Operations, Region II

John E. Stower
Vice President
Operations, Region I

Brad Sturgeon
Vice President
Operations, Region IV
(303) 279-7118

L.A. Fazio
Vice President
Factory Operations

Richard E. Deckard
Vice President
Chief Information Officer

Michael F. Moumousis
Vice President
Marketing

Donald R. Kolb
Vice President
Marketing

Douglas E. Sifford
Vice President
Marketing

Joe Castana
National Account
Executive

Michael W. Christian
National Account
Executive

Warren V. Young
Vice Chairman

ServNet

111 Lions Drive, Suite 217
P.O. Box 568
Barrington, IL 60011-0568
(708) 304-0707
FAX: (708) 304-0402

Date Established	**1988**
No. of Auctions	**14**
No. of Cars Sold - 1991	**N/A**

Officials

Larry Tribble
President

Harry Beyer
Director of Sales and Marketing

TRIBBLE

BEYER

Skyline Auction Group, Inc.

Route 46, P.O. Box 805
Fairfield, NJ 07004
(201) 227-0100
FAX: (201) 227-3047

NEDLIN

THEE

PRICE

Date Established	1954
No. of Auctions	8
No. of Cars Sold - 1991	N/A

Officials

Leonard P. Nedlin
Chairman

Dennis M. Thee
President

Tina Price
VP Business Systems

Raymond Petrino
Group Controller

Eugene R. Kozlow
Major Account Representative

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Barrington, Illinois 60010

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WOLFE'S AUTO AUCTION INC.

SOUTHERN AUTO AUCTION

Brasher's Salt Lake Auto Auction

Idaho AUTO AUCTION

STATESVILLE AUTO AUCTION, INC.

ARK-LA-TEX AUTO AUCTION

CONTACT:
Harry Beyer at
(708) 304-0707

Circle 154 on Inquiry Card